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International Commerce

Commercial reports at U.N. Geneva Conference

February 25, 1963

THE UNIVERSITY OF MICHIGAN
APR 1 1963
PERIODICAL READING ROOM

Business Bulletins *from around the world*

ARGENTINA—Dutch firm to build lubricating-oil plant near Buenos Aires for Royal Dutch Shell Petroleum Co. Installation to include propane de-asphalting unit processing 15,000 cubic meters of bright stock annually, nearly doubling furfural extraction capacity of present Royal Dutch facilities in Buenos Aires area.

AUSTRIA—Tobacco Monopoly acquires rights to market "Peer Export" blend (on basis of German license) and Marlboro cigarettes (on basis of American license) in Austria. New pipe tobacco of English-mixture type being manufactured on trial basis.

BURMA—General Ne Win, head of military Government, advises businessmen that Government will soon take over import and export businesses, rice mills, and certain other private industries. Eventually all trade and industry to be State-owned.

As additional and final reparations payments, Japan to grant $140 million (from 1965-76) in economic assistance and lend $30 million (within 6 years of agreement) for projects when current reparations arrangement ends in 1965.

COLOMBIA — Senate unanimously ratifies International Coffee Agreement.

ECUADOR—Central Bank's figure for international monetary reserves was $32.3 million on Dec. 31, 1962, increase of $11.5 million over December 1961 figure and practically equal to reserves at end of 1960.

ETHIOPIA—1962 statistics (based on licenses issued) released by State Bank show exports to U.S. were $32.7 million, imports from U.S. $5.7 million. Imports by Ethiopian Government—sizeable portion of total—not shown since licenses not required. Major suppliers were Italy, $13.1 million; Japan, $12.7 million; United Kingdom, $11.6 million; and Germany, $8.1 million.

FRANCE—RCA, Whirlpool Division, in agreement with Pontiac-Royal Corporation, Montrouge, Seine, for refrigerator production.

AVCO Corporation, New York, and Potez, Paris, form Potez-AVCO to manufacture and assemble Lycoming light-plane piston motors, assure maintenance and revision of U.S. armed forces helicopter turbines, and eventually manufacture 2- to 3,000-hp turbines. Agreement is worldwide except for U.S.

LAOS—New U.S. aid-financed commodity import program, in effect since January 31, expected to create growing marketing opportunities for U.S. firms.

LIBYA—To test gypsum as construction material for low-cost housing, Richard Costain (Middle East) Ltd. awarded $14,000 contract to build 4 experimental houses near Tripoli. If experiment successful, additional 800 houses may be built.

William Brothers, Tulsa, Oklahoma, awarded contract by the Oasis Oil Co. of Libya to construct pipeline from concession 59 to Dahra in concession 32, where Oasis' main pipeline to sea at Es Sider begins. Pipeline to be longest (about 155 miles) to date in country.

National Development Co., Libyan metal-fabricating firm, awarded $2.8 million contract by Esso Libya to erect 4 268,000-barrel oil storage tanks at Marsa Brega. Japanese technicians from Mitsubishi Shoji Kaisha Ltd. and Toyo Kanetsu Kobyo K.K. to assist the Libyan firm.

MOROCCO—Under agreement between Moroccan Development Bank (BNDE) and International Finance Corporation (IFC), IFC to invest $1.5 million in BNDE capital. In December World Bank extended $15 million line of credit to BNDE.

UN Special Fund reportedly approves $1,246,000 for study of economic development of Sebou River Basin (Rharb region). Morocco to contribute $133,000 to project. Study to constitute inventory of human, agricultural, hydraulic, and energy potentials of region.

1962 phosphate exports passed 8,000,000-ton mark for first time, about 5% increase over 1961. Value set at over $86 million.

NETHERLANDS—Russian "Scaldia Perkins Diesel" automobile is cheapest on Dutch market. It is assembled in Belgium—chassis, body, and gears made in Russia, motor in England.

Increased competition develops in frozen foods as Dutch wholesale distributor "Groko" cuts prices 30-40%, convinced that reduced prices can be maintained with retail profit margins holding steady.

PHILIPPINES—Marinduque Iron Mines and American Esso Standard Eastern jointly to supply pyrite concentrates for projected $30 million Esso fertilizer plant on Bataan in exchange for bottled gas and other petroleum products for copper-zinc plant which Marinduque to establish near Iligan on Mindanao. This milestone in Philippine-American ventures brings together two of Philippines' biggest industrial complexes. Philippine Secretary of Commerce and Industry Hechanova, pursuing economic goals of 5-year socio-economic plan, has actively promoted open door policy for foreign investment.

SIERRA LEONE—$22,500,000 expansion program for new iron facilities under way. Sierra Leone development Co., Ltd.—which mines and ships ore—constructing port at Pepel and re-laying its railway with heavier rail. New mining and milling methods and equipment also planned.

UNITED ARAB REPUBLIC—Koppers International to provide technical assistance to iron and steel industry. Studies also to be made of projects for expanding Egyptian Iron and Steel Co. at Helwan and constructing other mills.

VIET-NAM—Central Purchasing Authority issues invitations to bid for 200 freight cars under $9.7 million railway modernization loan granted by Agency for International Development in August 1960. Specifications require that cars be delivered partly knocked-down for assembly in Viet-Nam.

DEPOSITED BY THE
UNITED STATES OF AMERICA

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the cover

An estimated 600,000 persons visited the U.S. National Exhibition in Mexico City's Chapultepec Park through Feb. 17. The all-U.S. show, which includes $650,000 worth of U.S. industrial goods of interest to Mexican businessmen, will be held until Feb. 28. Pictures of various exhibits are found in this issue on pages 20 and 21.

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Common Market creating increasingly adverse conditions for U.S. suppliers

Study of 181 items exported to EEC reveals little ground for U.S. complacency

by HAROLD J. HECK

Director, International Trade Analysis Division
Bureau of International Commerce

Export trade with the Common Market countries by American suppliers is being carried on under increasingly adverse competitive conditions. The six nations comprising the European Economic Community (EEC) or, as it is called, the Common Market, are favored vis-a-vis the United States by proximity to markets, trade preferences with each other, and cost factors. Certain of these advantages are continuing to mount and the prospect for certain U.S. exporters in the EEC market appears to be one of stiffer competition in the immediate future.

HAROLD J. HECK

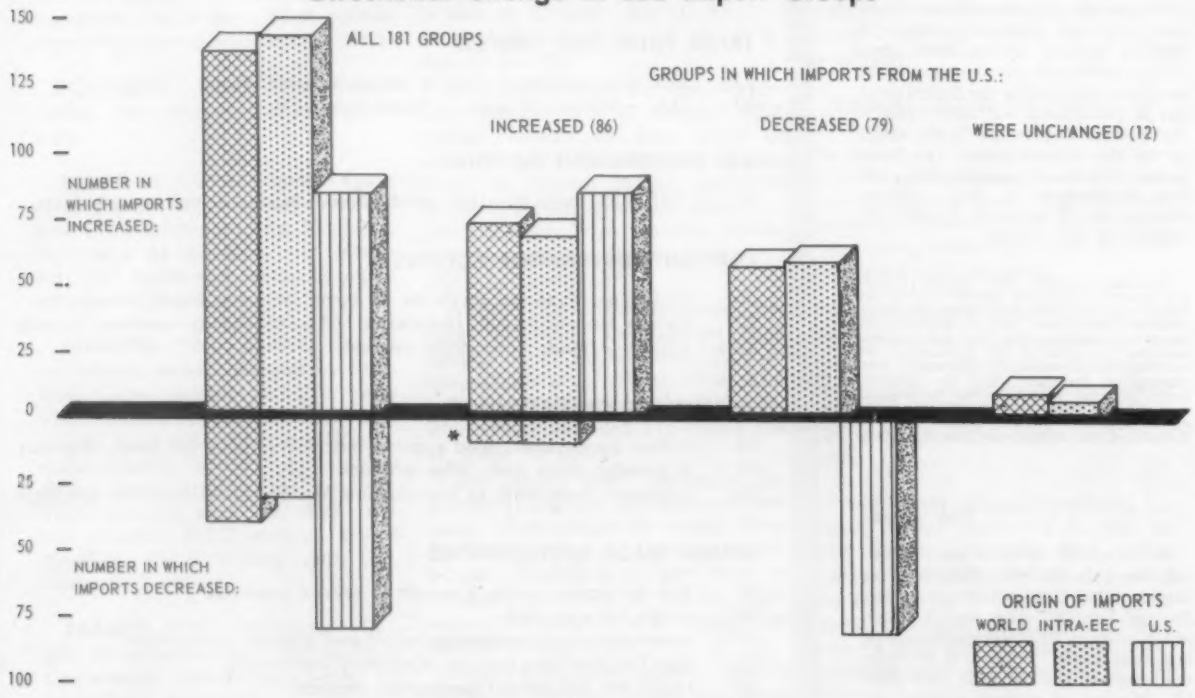
A review of the experience of the United States in its export trade in 181 groups of commodities with the Common Market in 1961, latest year for which full statistical information is available, exposes the situation confronting many American businesses in the EEC countries, which are supplying an increasingly higher proportion of their own import demands. The study is based on import statistics of the EEC countries in the 3-digit Standard International Trade Classification (SITC) commodity groups.

Since the data reviewed represent changes in one year only, observations cannot be as definitive as would be the case if a longer-period trend were under consideration. For example, changes that took place from 1960 to 1961 may be the

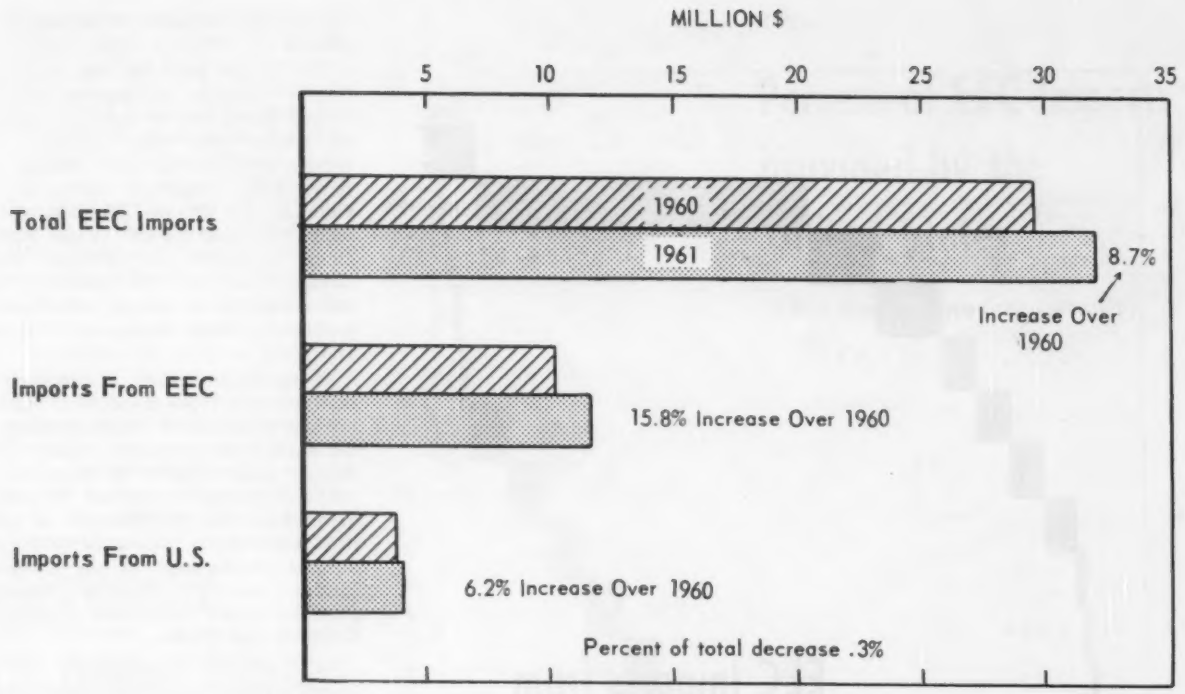
the author

French-speaking Mr. Heck had served as commercial attaché in Paris before coming to the Department of Commerce early in 1962. He has taught at Notre Dame, Loyola, Tulane, and in 1952-53 as visiting professor of economics at Waseda University in Tokyo on a Fulbright grant. Born in Louisiana, Mr. Heck has an M.A. from Louisiana State University, an M.B.A. from the University of Pennsylvania, and a D.C.S. from N.Y.U.

Directional Change in EEC Import Groups



* In 12 Groups, Imports From All Suppliers And From EEC Partners Decreased While The Amount Supplied By The United States Increased.



result of, or at least would be influenced by, vagaries of the market in any one year. They do not necessarily indicate the beginning of a trend and should not be interpreted as being solely the result of modified competitive positions deriving from evolution of the Common Market's commercial policy; its customs-union preferences have been in effect only a short time and many of the earlier reductions in trade barriers were made equally available to the United States. Moreover, in certain groups it should be expected that rationalization and modernization, as well as expansion, of EEC industry have to date played as important a part in the evolving competitive position as have the internal preferences of the customs union.

Supplier status changed

In the decade 1950-1960 U.S. suppliers just about held their own relative position in this important and expanding sales area. But the improved performance of the Common Market countries in trading with each other in the last three years, particularly in manufactured goods, appears to be a basic change. This is suggested by the fact that these countries provided 26 percent of their individual import needs in 1928 and 22.2 percent in 1938; but this share went up to 29.1 percent in 1958 and 36.4 percent in 1961.

EEC imports from the United States in 1961 increased moderately over the total for 1960, but not as much as did intra-EEC trade, itself.

The share of EEC imports provided by EEC members increased moderately but the proportion provided by the United States decreased slightly, as shown by the chart above.

Out of the 181 SITC product groups, the EEC imported more in 138 and less in 43. In trade with the United States, however, imports increased in only 86 and decreased in 79. In 12 groups, imports from the United States remained the same; in 4 no imports were provided by the United States in 1960 or 1961.

Internally the EEC countries imported more from their partners in 147 groups and less in 30. The same volume was reported in two groups, and in two others, no imports were recorded in 1960 or 1961.

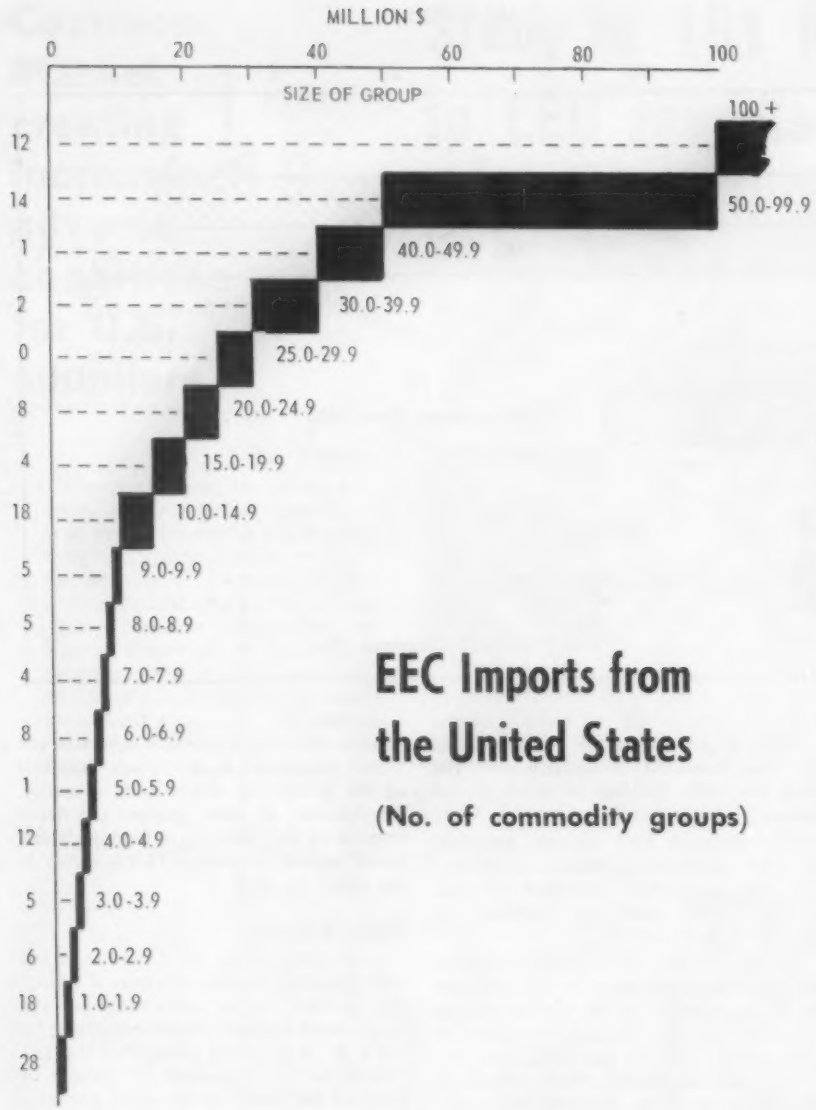
In appraising the significance of some of these changes, it may help to review the group structure of EEC imports from the U.S. The EEC imported a million or more dollars worth in 130 groups of products from the United States in 1961. While their imports in 12 groups each amounted to $100 million or more, the total trade was not characterized by concentration in comparatively few groups. Over $5 million worth was obtained from us in each of more than half of the groups in which trade occurred. Forty-seven of the groups registered imports of less than $1 million each and 19 of these were at zero. This is shown in the chart on page 4.

Share pattern

The composition of American trade with Common Market countries is further characterized by a wide range in the proportions of their imports supplied by the U.S. In about 40 percent of the 181 groups the U.S. provided 10 percent or more of the total. At the other extreme, the U.S. provided less than one percent in 40 groups and 23 of these were at zero. The pattern for 1961, showing the importance of the U.S. as an EEC supplier, is shown in the chart on page 5.

Changes in our share of the 177 groups in which some imports were taken from the United States in both 1960 and 1961 were not large. The share provided by the U.S. increased in 68 groups, decreased in 97, and remained the same in 12. The extent of the share changes was less than one percentage point in 81 groups, and less than two percentage points in 116.

Leading exports by the United States to EEC countries (upwards of $20 million each) in 1961 are shown on page 6.



EEC Imports from the United States

(No. of commodity groups)

The largest export declines suffered by the U.S. in 1961 were in aircraft and cotton. Imports of aircraft fell mainly because of completion of a big contract for large planes to France. The decline was $110 million and our share of the EEC market fell from 72.5 to 62.5 percent. The EEC, on the other hand, increased its share of the smaller market from 13.9 percent in 1960 to 24.8 percent in 1961. Cotton, while remaining the biggest single EEC import from us, registered a substantial decline largely because of reduced imports by France and Germany. Yet, our share of what the EEC imported of this product declined by less than three percent. The big decline in imports of cotton was due in part to special factors arising from U.S. pricing policies; 1960 was a high year, making up for delayed 1959 shipments.

Another big-value decline was in rubber (including synthetic) with the major decline reported by France. This reflects the build-up of the synthetic rubber industry in France, a development that has been underway for some three or more years, and involving substantial American direct investment. This is a fundamental change and, with local production increasing, more competition for U.S. suppliers is indicated, even though our share of the EEC market for 1961 remained practically unchanged. EEC's imports from all sources declined by 23 percent.

The groups reflecting the most spectacular increases in imports from the United States and in the U.S. share of the market were wheat and corn. The former arose mainly from imports into Italy, with substantial increases into Germany and France. The latter represented increased takings by the Netherlands, Germany, and France. Those changes were largely influenced by harvest conditions in Europe, with the U.S. supplying special needs in 1960 and 1961.

A significant group development is that of certain types of electrical machinery and apparatus, in which our share of the market increased only slightly, even though imports from us increased by over $25 million. An almost 50 percent increase in total EEC imports of products in this group reflects the further industrial development of the Common Market countries. Principal increases from the United States were reported by Germany and France.

In a number of important groups, several representing manufactured goods, our showing in supplying EEC imports was better than that of the EEC partners. Notable among these was machinery for power generation, agriculture, metalworking, office, and special industries. In each, imports from the United States increased appreciably and we provided a bigger share of total EEC imports, improving our position in the EEC market more than did EEC members, themselves. Again reflecting the industrial build-up of the EEC, the principal countries reporting increased imports from the United States in these groups were Germany, France, and Italy. These are also countries attracting large U.S. direct investments. The groups include items whose purchase from us may have been strongly influenced by the prospect of more timely delivery.

Intra-EEC imports

As brought out earlier, imports into the EEC increased overall by about 9 percent, and they increased in 138 product groups. In trade between the EEC countries the increase was about 16 percent, spread over 147 product groups. Many of these groups are small-volume, but in 66 of them, the amount of increase enjoyed by EEC suppliers was $5 million or more. Part of these increases must be attributed generally to higher demand because of business conditions in the Common Market; and where total demand is stronger, it might be expected that imports from the

United States and other non-EEC suppliers should stand a chance to benefit by the increase. The United States did—in 36 of the 66 groups. But the amount of gain by the United States was less than that of EEC suppliers in all except four of these 36 groups. Moreover, in the other 30 groups in which imports from the EEC members increased by $5 million or more, the actual amount provided by the United States declined in 26 and remained the same in four.

Another indication of the pervasive growth in intra-EEC trade is the fact that reductions in imports from the United States in 49 product groups were more than offset by increases in imports of similar products from EEC suppliers. Many of these amounts were quite small; forty were less than $1,000,000 each, and about half of these were in non-manufactures. This apparent displacement in a number of areas will bear watching in the future.

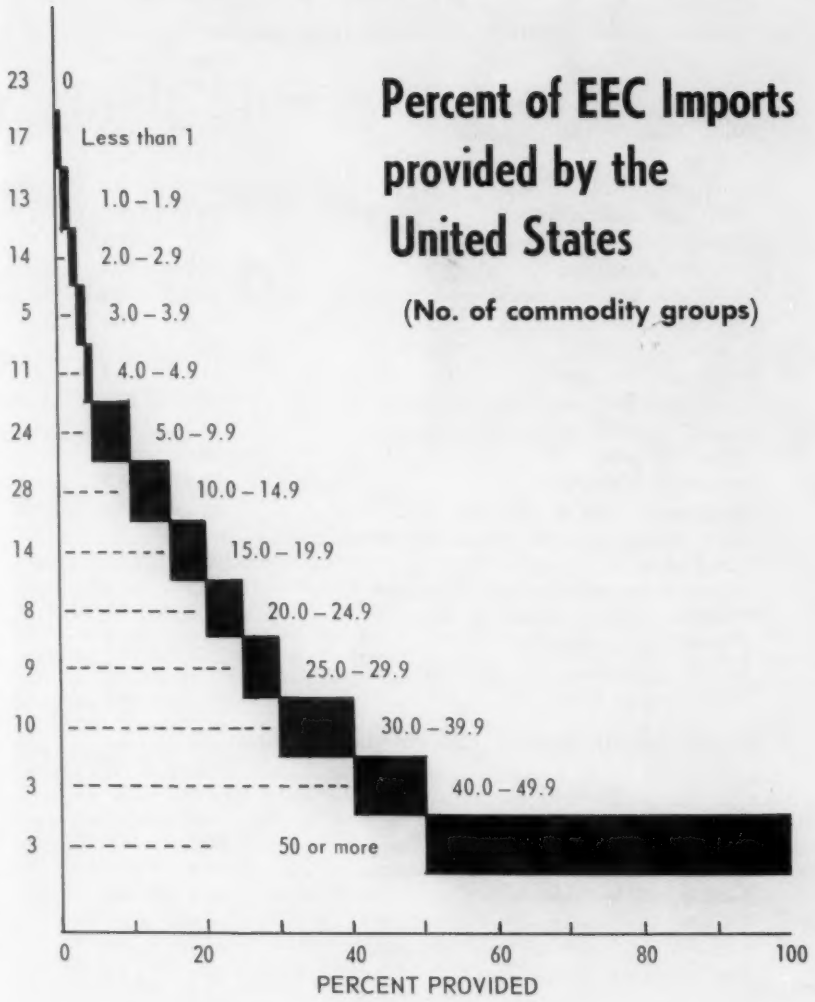
Strong in manufactures

The Common Market's industrial growth has been outstanding and the records of industrial production point to manufactured goods as the area in which we should expect to find keenest competition. Its economic structure and availability of resources also dictate that it is in manufactured goods that Europe will grow.

In these products, the comparative records of the EEC and the U.S. as suppliers to the Common Market do not offer much ground for U.S. complacency. There were 45 groups of manufactured goods in which EEC imports supplied by EEC members increased by $5 million or more. In all of them, the EEC showing was more favorable than that of the United States in terms of dollar growth. The value of imports from EEC sources increased more than did those from the United States in 28 groups and it increased in 17 while the amount taken from the United States decreased or remained the same.

Some hope seen

In view of the proximity of EEC members and preferences obtained as members of the Common Market customs union, which began to be increasingly felt in 1960, and in view of the spectacular internal industrial growth and modernization, one could hardly expect that the United States, a distant non-member of the EEC, could do more than hold its own in many groups of products



imported by EEC countries. Yet, while competition from within becomes more severe for some types of products, increased demand for them and others should be expected to arise from growth of the economy, and should tend to dampen the shock of adjustment. It is thus a change in pattern of trade that should be anticipated, with, hopefully, no overall diminution.

The two-way pull of these forces has not run its full course, and in competing to satisfy a very strong demand, in 1961, the U.S. was just about able to hold its relative position, overall, at what it was in 1960. However, a worsening of our position in manufactured goods was indicated.

It would be difficult to prove the point, but evidence permits the inference that the strong position of EEC members as suppliers of the Commn Market is due in substantial part to the market impact of competitive cost factors, of which the customs-union preference already in force and to become greater is only one. As the EEC schedule provides, these preferences will become more important with the next reduction in internal duties scheduled for July 1, 1963, and the next step toward the Common External Tariff scheduled for the same date.

These overall developments, while reflecting American-competitive strength in some areas and weaknesses in others, emphasize the need for an early effort at bargaining down the Common External Tariff and working for the removal of other obstacles to exports in order to retain, let alone improve, our competitive position as suppliers to the Common Market.

EEC Imports Supplied by the U.S.

A. Groups which favored U.S. competitive position

Product	Amount ($ million)	% of EEC total
Meat, fresh, chilled, or frozen	53.7	16.2
Wheat	184.2	36.7
Corn	122.0	43.6
Hides and skins, undressed	23.1	7.8
Oilseeds, oil nuts, oil kernels	160.9	29.3
Iron and steel scrap	85.8	34.8
Nonferrous ores and concentrates	23.1	7.2
Petroleum products	63.4	11.0
Leather	22.4	17.0
Paper and paperboard	31.4	6.9
Power generating machinery, nonelectric	103.5	27.1
Agricultural machinery and implements	23.2	10.6
Office machines	79.1	28.2
Metalworking machinery	99.4	28.0
Machines for special industries	69.2	24.4
Other nonelectrical machinery, appliances, and parts	193.7	18.8
Electric power machines and switchgear	47.2	16.3
Scientific, medical, measuring and controlling instruments	54.3	26.2
Special transactions not classified according to kind	160.2	36.3

B. Groups which favored EEC competitive position

Product	Amount ($ million)	% of EEC total
Cereals, unmilled, other than wheat, rice, barley, and corn	60.7	44.8
Fruits, preserved, and fruit preparations	31.7	29.5
Feeding-stuff for animals	24.1	8.4
Tobacco, unmanufactured	86.4	35.1
Rubber (crude, synthetic, and reclaimed)	62.2	17.7
Pulp and waste paper	56.9	14.2
Cotton	296.0	41.4
Nonferrous metal scrap	33.3	27.7
Coal, coke and briquettes	172.8	19.9
Animal oils and fats	36.3	35.0
Fixed vegetable oils, soft	23.6	14.2
Organic chemicals	142.6	31.9
Inorganic chemicals	31.0	22.0
Medicinal and pharmaceutical	36.6	22.3
Plastic materials, regenerated cellulose and artificial resins	64.5	23.7
Chemical materials and products	65.4	28.8
Textile yarn and thread	20.6	4.9
Iron or steel universals, plates, sheets	30.9	5.5
Copper	143.0	14.9
Aluminum	24.8	12.7
Textile and leather machinery	37.7	12.1
Telecommunications apparatus	30.2	11.2
Other electrical apparatus	109.3	23.2
Road motor vehicles	60.8	7.1
Aircraft	189.9	62.5

(Each above import accounted for $20 million or more in 1961)

Marketing firms in California join 'E' ranks

Sunkist and Pure Gold cited for boosting citrus fruit exports

The annual meeting of the United Fresh Fruit and Vegetable Association in Los Angeles, Calif., was the scene of two "E-for-export" awards to citrus fruit marketing organizations.

Assistant Secretary of Agriculture for International Affairs, Dr. Roland R. Renne, representing Secretary of Agriculture Freeman, presented "E" pennants and citations on Feb. 13 to Sunkist Growers, Inc., of Los Angeles, and to Pure Gold, Incorporated, of Redlands, Calif., for their efforts in increasing exports of U.S. citrus fruit.

● SUNKIST was cited for its sustained increase in exports of fresh and processed citrus fruits over the past decade and for aiding the recovery of U.S. worldwide markets lost through restrictions during and after World War II.

As the world's largest citrus marketing organization, Sunkist is composed of 130 individual citrus-packing cooperatives in Calif. and Ariz. It began exporting in the mid 30's.

To boost exports, Sunkist advertised and promoted both fresh fruits and fruit products vigorously in many sections of the world. Newspaper, magazine and point-of-sale advertising material and constant direct-mail efforts were employed.

● PURE GOLD was cited for its substantial increase in exports to established European markets in the face of intense competition from Mediterranean and other suppliers. Also recognized were Pure Gold's pioneering development of a shipping container to facilitate retail handling and to protect fruit quality better, together with the effective servicing provided by its Rotterdam office.

Pure Gold, a cooperative marketing association, has 8 packing houses which handle 10-15% of California's citrus crops and provide 10-20% of California citrus exports. It was instrumental in helping to introduce U.S. lemons and grapefruit to European markets.

To further its export trade, the association uses advertising display materials, colored motion pictures of Calif. citrus crop production and personal calls on its principal European customers.

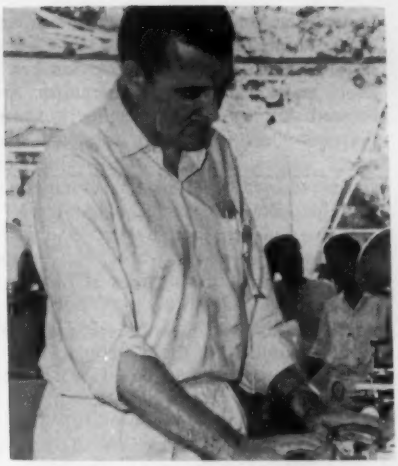
SWEDES SERVE SELVES

There are over 6,000 self-service stores in Sweden today, compared with 250 in 1959, according to a Swedish press report.

SEES VITAL TRAINING NEED

'Faster', 'easier' don't always make sense around the world, Florida manufacturer finds

Ceylonese pottery makers wouldn't believe he was an American. 'Only the Russians are busy at the forest crossroads' guide tells U.S. trade fair technician



JOHN MIDDENTS

By JOHN MIDDENTS

President, Exhibiteer Systems

January is a hot month in Ceylon. I fanned my face with a stained pith helmet and rested. Up ahead Roger, my guide, was arguing with the almost naked men who stood at the outskirts of the settlement. He was speaking Sinhala. However novel the sounds, they had grown repetitious and tedious. I called him back.

"Yes, sir. I have told them you have come to see them make pottery."

Roger, being Ceylonese, had the native habit of punctuating every "yes" by wagging his head from right to left. He continued, "Yes, sir, they will show you how they make their pottery. They are proud, sir, that they are the direct descendants of the caste which has made pottery in this same place for over a thousand years."

"So what's the delay?" I asked. "Is it because you tell them I'm an American from the trade fair to be held in their capital?"

Shyly Roger admitted he had not translated the complete meaning of the arguments. "You see, you are white."

I nodded, though the first days under the fierce sun made me think pink would be a more accurate term.

Must be Russian

"And when I say you are an American, these chaps won't go it. They say," Roger continued in his colonial English, "that if you are white and if you have come this far into the jungle to help them, then you must be Russian." He added his own comment, "Only the Russians are busy at the forest cross-roads."

Since that conversation I've viewed foreign trade, political economy and international commerce with urgency. It is the spur of personal association that motivates this article.

During the last two years serving as a technician at International Trade Fairs, I've taught and learned from artisans and workmen in Asia, Africa and Indonesia. Often they've seemed puzzled and confused by their unfamiliar role as citizens in new nations. Nevertheless, each has been determined to have his share of a promised life without poverty and disease. Often these desperate desires have in no way been proportionate to their ability to operate the machines in which they place such blind faith. In spotless coveralls they tend their gleaming machines aimlessly fiddling with precision adjustments. Ask a few pertinent questions and you'll likely realize you're dealing with a mechanic who not too long ago gripped his stone ax in fury when the smoldering log fire before which he squatted unexpectedly seared his bare skin with an explosive spark.

Exaggerated as this may seem, those of us who sweat alongside this type of industrialization see the vital need for training skilled native operators and supervisors. Many American companies and agencies are supplying invaluable assistance to those countries where intelligent and responsible leadership recognizes technical training and industrial planning are essential to a stable economy.

Lest this sound contemptuous of those with whom I work let me hasten to enumerate what the potters of Ceylon taught me. The shapes of their ceramic objects have evolved through centuries of use. The tall covered jugs which serve as containers for a family's daily water supply are not only graceful but their semiporous walls keep the water cool. Other shapes and clays are ideal for cooking pots, grain storage, flower pots —even for lanterns and stoves.

When these folk visited the trade fair,

U.S. EQUIPMENT ADOPTED: Altho potters in Ceylon have been practicing their trade for more than 1000 years, a U.S. Trade Fair introduced new equipment and started a new fashion in this old art

they found American machines producing ceramic objects which are in common demand; and because Ceylon has a lively market in tourist ceramics, we showed how to produce this kind of pottery. Our examples displayed the novel colors available with American glazes and emphasized the commercial value of good design.

I also learned that "faster" had little meaning to a person whose day begins when the sun tops the trees at the edge of the clearing and who puts tools aside when the light begins to fail. Nor did "easier" appeal to these people. When a "better" end product could be shown, they were eager to learn.

More than a window

Fortunately a trade fair is more than a window on America, for it would be disastrous to show our "goodies," whet appetites, and then fold our tents and come home believing we've sold the democratic way of life. Selling the machines and materials exhibited is, however, an important part of a successful fair. One of the demonstrators in Colombo became so convinced of the superiority and utility of the American products that she took an all-out gamble and invested her life savings in the purchase of the demonstration equipment. Using the efficient, economical kiln, she began experimenting with the color glazes; these investigations culminated in a public display. Rural Development officials recognized the work as typically Ceylonese yet of advanced design and technique. They employed the demonstrator to teach these new methods to other potters.

Exciting year

It has been an exciting year in the training centers of Ceylon's Cottage Industries and among the remote pottery villages of the island. Last fall when I revisited Ceylon, the capital's shops were selling truly admirable ceramics of "better" quality and excellent design.

I know some Sinhalese now so when I returned to my village friends, we did not need Roger's introduction. These jungle people are singularly direct in their likes and dislikes. They also have a primitive pride which is strangely courteous. It would have been unseemly for me to comment that now that they were selling more pots, their portions of rice were larger and that some even had meat on their banana leaf plates. One of the keen eyed old men caught my glance and hitching up his sarong skirt, he came to me. We bowed and his clay gray hands folded in the traditional native greeting. *"Bohn estudui,"* he said.

I'm glad that I didn't let the January heat deter me a few years ago from making that visit. I might not have known that this is the phrase meaning "thank you."

It's significant also that the old potter's comment is being reported in a Washington, rather than a Moscow, journal.

World traders to hold conference in Chicago March 4-5

Plan open discussions and idea exchange on means of building better business in world markets

More than 1,000 U.S. businessmen concerned with international trade have registered for the Chicago World Trade Conference, March 4th and 5th at the Pick-Congress Hotel in that city. Co-sponsored by the Chicago Association of Commerce and Industry and the International Trade Club of Chicago, the panel discussions and workshop study groups will be led by recognized experts in their field.

Stressing the conference theme "Progress and Prosperity Through International Trade", will be such speakers as Brooks McCormick, Executive Vice-President of the International Harvester Co.; Carl J. Gilbert, Chairman of the Board of the Gillette Co.; and Robert W. Sarnoff, Chairman of the Board of the National Broadcasting Co., Inc.

Charles A. Hofstetter, Vice President, International Operations, Ace Fastener Corporation, will serve as chairman of the panel discussion on the opening day, on the subject of Exports, Imports and Services. Other panel members include: Robert J. Falsey, U.S. Industries, Inc.; John A. Miguel, Jr., Vice President, Zenith Sales Corp.; Norman R. Sackheim, President, Heads and Threads Div. of MSL Industries, Inc.; Roy Erickson, General Manager, Whirlpool International Division; and John R. Staley, Vice President, The Quaker Oats Co.

Following the luncheon, to be addressed by Mr. McCormick, the afternoon session on March 4th will be devoted to a number of simultaneous workshop study groups, to include such subjects as Export of Industrial Products, Export of Consumer Products, and Taxation Affecting Exporting and International Operations.

Second session

A. R. Gale, President of Studebaker International, will be chairman of the panel discussion on the second day, to consider Operations Abroad. Serving with him will be J. Theodore Wolfson, President of Business Builders International; A. R. Wayne, President of Abbott Universal, Ltd.; H. A. Shelby, Treasurer, John Deere Intercontinental, S.A.; Andrew W. Brainerd, attorney at law; and Randal B. Borough, Ford International Staff.

Mr. Gilbert will be the luncheon speaker at the Tuesday session, and the workshop study groups will meet starting at 2:15 p.m., to consider such subjects as Overseas Manufacturing, Joint Ventures and Licensing; International Marketing, Public Relations and Advertising; Antitrust and Other Legal Aspects of European Common Market Operations; and Small Business in International Operations.

Mr. Sarnoff will address the closing dinner in the hotel's Great Hall on Tuesday evening.

India, Nicaragua announce shipping strike adjustments

Adjustments by India and Nicaragua to allow for shipping delays caused by the recent maritime strike are the latest reported as this issue of INTERNATIONAL COMMERCE goes to press.

As the result of a follow-up by the U.S. Embassy, the New Dehli office of India's Chief Controller of Imports and Exports announced that where shipments could not be effected within the period of an import license's validity because of the strike, license validity would be extended to Feb. 28, 1963. This was done, according to a public in the *Gazette of India*.

In Nicaragua the Embassy was advised that the Central Bank would extend import licenses for U.S. merchandise for as much time as the strike was in effect, presumably about 35 days.

There are still 5 countries to be heard from.

ITALIAN AUTO OUTPUT UP

The 1962 output of the automotive industry totaled 946,793 vehicles, up 24.72% from 1961. Exports totaled 319,-094 vehicles, with a 30.22% increase over 1961. Production of automobiles was 877,860 units, of which 305,429 were exported.

Misunderstanding of U.S. is target of major attack by free-enterprise group

Business Council for International Understanding operates broad program featuring special training for U.S. leaders

By STANLEY LICHTENSTEIN
Staff Writer

Business is business. It's also diplomacy, political science, geography, anthropology, linguistics, social psychology, and related subjects, globally conceived in the BCIU training program at American University in Washington, D.C.

Brainchild of a group which met at the White House in 1955, the Business Council for International Understanding was inauguarted 3 years later by 50 yearers of American industry. The many-sided efforts of its formative years have been observed with an appreciative eye by two administrations, and President Kennedy last August singled out for special praise BCIU's training program for international business executives, its company-visit programs for senior Foreign Service Officers, and its Alliance for Progress-enhancing services to the fledgling democratic government of the Dominican Republic (INTERNATIONAL COMMERCE, Sept. 10, 1962, p. 6).

Home front

BCIU's major Stateside activity is the training program. Conducted by American University's School of International Service and featuring visits by trainees to Government agencies, embassies, Capitol Hill and other centers of interest, it has armed 250 graduates of the first 18 sessions—plus 160 wives—for demanding assignments in all parts of the world. The 19th session—five 4-week sessions are held each year—is ending as this article is being written.

But the end of a session is only the beginning. Opportunities to apply the new-found knowledge are almost immediate in many cases. One recent graduate notes: ". . . before BCIU training a negotiation in an Asian country for a very important installation was greatly delayed and almost broke down because the American negotiators who shuttled back and forth were unaware of important local customs and procedures. Time and money were sacrificed as the high-priced but inadequately prepared specialist muddled through, assimilating local 'know-how' during critical negotiations. Proper application of BCIU training insures a higher degree of local acceptance, reduces negotiating time, increases current sales and adds to future volume."

Curriculum

With trainees urged to take an intensive language course (any language) of 2 or more weeks just before or after a program session, the basic 4-week BCIU course explores the ramifications of doing business abroad: foreign ideas about the United States, meeting the critic, U.S. institutions and viewpoints, foreign policy and overseas operations, legal, tax, and corporate aspects, and so on. Coinciding with the 3rd week is a special course for wives of international executives, preparing them not only to share the burdens of their husbands' business missions, but also to meet problems of maintaining a household and participating in community life on foreign soil. Some wives take the 4-week basic course and language training, and all may take advantage of the foreign Area Study (each participant choosing his or her appropriate area of interest) given during the 4th week. Former participants may return for a week's sutdy of another geographic area. Business executives of foreign nationality may enroll, and also brush up on their English.

High Command, BCIU

Policy Board Chairman
Fred C. Foy, Koppers Co. board chairman

Executive Committee Chairman
Bromwell Ault, Interchem Corporation director

Executive Director
John Habberton, CARE's former assistant executive director

Board of Directors
Officials of 70 leading companies

Headquarters
BCIU
420 Lexington Avenue
New York 17, N. Y.

WORLD OUTLOOK: At one of training program's weekly dinners are Fred C. Foy (speaking), BCIU policy board chairman and honorary chairman, National Export Expansion Council; Andres A. Freites, Dominican Republic's ambassador to the United States; and Teodore Moscoso, Alliance for Progress coordinator—typifying leaders occupying head table at these weekly events of the comprehensive course.

LECTURE: Listening to Louis C. Krauthoff of the Committee for a National Trade Policy are (left to right): Mrs. Marjorie Fairbaugh; H. R. Fairbaugh, Koppers Co., Inc., International Division; D. E. MacCoul, Texaco, Inc., Paris; and G. W. Jackson, Sinclair Oil Corporation, headed for Belgian post.

Under the training program's director, Dr. Harold M. Randall, former U.S. Foreign Service Officer and 1955-59 chairman of the Inter-American Economic and Social Council of the Organization of American States, faculty members and visiting lecturers contribute their varied special knowledge to BCIU's international bridge-building effort. At the 19th session, for instance, American University professors shared the rostrum with colleagues from other universities—George Washington, Georgetown, Johns Hopkins, the University of Nigeria. Other lecturers came from the Departments of Commerce (E. E. Schnellbacher, assistant director of the Bureau of International Commerce, and Bernard Blankenheimer, Africa Division director), State, Labor, Defense, the U.S. Information Agency, the Agency for International Development, the World Bank, the Inter-American Development Bank, and the Library of Congress' map division. Also participating were the wife of the Japanese Minister to Washington, the AFL-CIO's associate inter-American representative, and spokesmen for the Societe Generale de Belgique, the British and Belgian Embassies, the Pan American Union, and the Committee for a National Trade Policy, among others.

Tuition

For the basic 4-week course—including a 1-week special course for wife, and a selection of books—tuition is $750. Optional area study for a wife, accompanying husband, is $150. A course in any language (2 or more weeks of intensive study are recommended) carries a tuition fee of $125 per week, and part-time language study during the basic course is provided for $250; certain exotic languages may require an additional fee.

Special needs

To meet individual requirements, special arrangements can be made: enrollment in wives' course alone, if husband does not attend the basic course, $150; a full 4-week basic course for a wife accompanying her husband, $500; additional area study for previous participants, $200.

Inquiries should be addressed to Harold M. Randall, Director, Training Program for International Business Executives, The American University, Washington 16, D.C. (202-WOodley 6-5322).

Visit program

When President Kennedy wrote last summer to congratulate Policy Board Chairman Foy on BCIU's accomplishments, he cited, next to the training program, the company visit program for senior Foreign Service Officers. Under this program the State Department the Agency for International Development, and the U.S. Information Agency send some of their senior FSO's to participate in BCIU-arranged executive conferences with officials of companies doing business in the countries to which the officers are assigned. By January 1963, 36 FSO's—in positions including Ambassador, Economic Counselor, Consul General, AID Chief or Industry Officer, and Public Affairs Officer—had participated, visiting more than 150 firms and making more than 200 company-contacts in all. The Federal Government is stepping up its activity in this program to foster closer ties between embassies and U.S. business affiliates abroad.

Latin America

Esso International recently loaned BCIU its consultant, Guillermo Moscoso, to take a long, hard look at free enterprise in Latin America, and report back in a few months on: economic and social contributions of free enterprise to developing countries, the degree of public recognition of such free-enterprise contributions, areas and reasons for resistance to free enterprise by governments and peoples, and proposals to overcome this resistance. Mr. Moscoso, a Duke University law graduate, brings to this assignment 30 years of Latin American experience.

In Mexico, a BCIU counterpart—the Asociacion Pro Entendimiento Internacional (APEI)—has been working for several years on improving skills and earning power of young people. Resulting modernization can help to strengthen future markets and manpower. APEI, with more than 60 Mexican and U.S. members, sets up 4-H Clubs and exchanges, organizes Junior Achievement "companies," assists health, nutrition, and housing programs, and contributes in many ways to Mexican life.

Radio series

A 13-week 1961 BCIU radio series featured business dialogues among U.S. and Latin American leaders to bring to listeners the story of "Freedom: Common Heritage of the Americas." Business groups in Costa Rica, Colombia, Peru, Chile, Argentina, Venezuela, and Mexico

PRIVATE DRILL: Portable language laboratory makes possible ongoing study of whole course.

BONING UP: W. Capehart Harney, of Standard Oil of New Jersey, collects books for BCIU course.

sponsored local broadcasts, and the series was rebroadcast by WRUL.

Vocational training

After helping the post-Trujillo Dominican Republic government meet some of its industrial headaches last year, BCIU now is working to develop a corps of skilled workers there. A vocational training school (boarding) is expected to open on the former U.S. Air Force Base at Sabana de la Mar next summer, providing accelerated training in skills badly needed for economic development, employment, and business growth and efficiency. The project was initiated by BCIU's affiliated Council in the Dominican Republic, and an AID consultant was enlisted to lay out immediate surveys and draft an operating plan.

This phase of BCIU activity has struck a very responsive chord in Washington. At Vice President Lyndon B. Johnson's request, BCIU has set up a training experts' committee—drawn from management officials of top U.S. companies—to assess vocational training requirements of developing countries, and to help with programs to meet these requirements. The BCIU committee is working closely with the Peace Corps' new International Secretariat.

In these and other ways the Business Council for International Understanding is carrying on its growing campaign to erase "Ugly American" images which have been fostered by U.S. adversaries in various parts of the world.

STUDY OF SAHARA

A 62-page pamphlet (50¢)—*The Sahara: Bridge or Barrier?*, by I. W. Zartman—has been published by the Carnegie Endowment for International Peace. It probes the Sahara region's political and economic future.

World's business leaders to swap ideas in New York

State of management throughout world to be discussed at international congress; event set for Sept. 16-20; Kennedy says theme identifies 'great need of our time'

Between 4,000 and 5,000 of the world's business leaders will meet next September in New York to talk about the state of management throughout the world.

The occasion, an event of major importance to management, will be the 13th Congress of the International Committee for Scientific Management (CIOS).

Theme of the 5-day conference—to open Sept. 16—will be "Human Progress Through Better Management." Managers from more than 30 countries will consider subjects ranging from the management problems posed by the European Common Market to the effects of automation and new technology on the world employment picture.

Held every 3 years

The congress is held every 3 years in different countries. The one next fall will be the first in the United States in 25 years.

The CIOS was founded in 1924 to promote on an international basis the principles and methods of scientific management to improve living standards in all nations. Its chief task has been to bring management people and methods together, acting as a "catalyst" between business managers, schools of business, governments, and others concerned with organization throughout the free world.

Great need

President Kennedy recently said the congress theme "identifies a great need of our time—to improve the standards of living of all people through effective utilization of human and material resources."

The U.S. affiliate of the CIOS is the Council for International Progress in Management (CIPM). It serves as the voice of U.S. management abroad.

Since 1933

Founded in 1933, CIPM helps managers in all countries to understand what professional management can do to improve the conduct of all enterprises involving human effort—corporations, governments, labor unions and educational institutions.

CIPM's best known activity has been its work with the U.S. Government's technical assistance program, a large scale 2-way management exchange study program, with foreign managers coming to the U.S. to learn and U.S. executive teams going overseas to teach and exchange ideas.

U.S. faces competition

For the future, according to CIPM, it seeks "a coalition between America's rapidly mounting interest in international business and its increasing awareness of management as a special field of learning—one in which there is no longer a U.S. monopoly, but rather an international competition for self-improvement."

'Management Month'

September 1963 will be designated "Management Month." A variety of pre- and post-congress activities will be held, giving visitors a chance to study different aspects of management functions.

At that time the major management associations in the U.S. will hold their annual conferences, special international conferences, anniversary meetings and other events in conjunction with the congress. A broad program of industrial visits, study tours and field seminars will round out the congress activity.

The general congress program will include the following subject areas:

The nature of managing work; the legitimacy of managerial power; the nature of the work of the top executive; the manager and the community; international and domestic; management and the emerging nation; the management sciences; management education and development; and a retrospective and future view of management as a force in modern society.

Several seminar discussions relating to the international management field are also planned.

Now is the time to sell in the German market

With faster economic growth rate than in U.S., rising incomes, liberal trade policy, popularity of U.S. goods, the Federal Republic offers challenging potential

By PAUL H. BRENT
Commercial Attache,
U.S. Embassy, Bonn

"The very appreciable size and energetic growth of German industry and its tremendous potential market make Germany one of the world's best markets for U.S. goods, both now and in the future," last spring's U.S. Machinery Trade Mission to Germany reported.

Paul H. Brent

Why is this market so interesting to Americans? What has been done by the U.S. Government to increase receptivity for U.S. goods in Germany? What steps can the U.S. manufacturer take to get in this market?

At the center of the rich European market are the six countries of the European Economic Community, and central to the EEC is the great German market.

Economic miracle

Development of the German economy in postwar years has been characterized by the so-called "economic miracle," perhaps the main feature of which has been its durability. A variety of economic indicators point to the same conclusion: The rate of economic growth has been faster in the Federal Republic of Germany than in the U.S. or in most countries of the EEC.

There are 53.8 million people in the Federal Republic (not counting the 2.2 million in the Western part of Berlin) and it is estimated that by 1975 the population will reach 60 million. This population is made up of 18.6 million households (1960) which are increasing at the rate of 1% a year. Income and expenditures are increasing rapidly. Monthly income for the average 4-person household, 1950-1960, increased 129% and expenditiures 131%.

Annual per capita income in Germany in 1961 was $1,110—substantially less than in the U.S. but among the highest in Europe, and almost 8% higher than it was in 1960.

At the same time domestic prices have been moving upward, suggesting that firms which may have in the past felt they could not compete should take a fresh look at the German market.

U.S. exports to Germany totaled $1,090 million in 1959; $1,423 million in 1960; $1,515 million in 1961; and the 1962 total is expected to reach $1,700 million. Machinery imports, which accounted for 36% of all private German imports of finished products from the U.S., provided the major impetus. Imports of machine tools and rolling mill equipment increased sharply. In view of the acute labor shortage and still rising wages, a strong demand for all types of labor- and cost-saving machinery is expected to continue.

The German market is highly receptive to U.S. products. Manufacturers are interested in advanced types of American machinery. The German merchant and the consumer whose expendable income will continue to increase want U.S. consumer goods.

Germany has followed a liberal trade policy in recent years. Aside from certain items in the textile field, some leather products and miscellaneous specialties, all other nonagricultural products may now be imported freely into the Federal Republic. Agricultural products are still subject to certain limitations but these are under constant review. The phased adjustment of German tariffs to the Common External Tariff and the gradual elimination of internal tariffs on products from within the Common Market underscore the importance of cultivating the German market now.

Every year rapidly inrceasing numbers of U.S. firms are taking aggressive steps to get into this market. Today there are 865 branches and affiliates of U.S. firms in Germany and 1,530 independent German firms that in some way represent American companies. U.S. direct investment has been growing throughout the EEC and especially in Germany. U.S. investments in the EEC countries reached $637 million in 1950 and $3 billion in 1961. The largest increase, however, was in Germany where at the end of 1961 U.S. investments totaled $1,170 million. The German share of U.S. investments within the EEC was 34.9% in 1958, 36.2% in 1959, 38.1% in 1960 and at the end of 1961 it was 38.5%.

Branches and affiliates of U.S. firms in Germany do not have an adverse effect on direct U.S. exports; on the contrary, they themselves are importers of U.S. products, such as component parts; they create markets for and familiarity with U.S. products; and they contribute to development of a highly productive economy.

Government promotion

From the inception of the national Export Expansion Program, the Department of Commerce, the Embassy in Bonn, and the other posts in Germany have worked intensively to develop the German market. Emphasis is placed on improving services to U.S. exporters and to sales subsidiaries of U.S. firms in Germany, alerting U.S. businessmen to opportunities in Germany, eliminating or reducing restrictions on U.S. imports, and initiation of active export promotion projects.

Projects to promote U.S. exports to Germany consist principally of four types:

- Visits of U.S. Trade Missions. It would be difficult to overstate the value of the two groups—both made up of first-rate business experts—which have visited Germany, one in 1961 and the other last year.

- Participation in the German Industries Fair held in Berlin. The first participation, in 1961, was exploratory; the second, exhibition of automation and numerical control equipment, was reported to be extremely successful. Sales totaling $160,000 were made on the exhibit floor and almost $400,000 worth were near consummation when the fair closed last fall.

the author

Mr. Brent, who attended the University of California, has had many years of service with the Department of Commerce. At the time of his present appointment in May 1961, he was director of the Business Relations Division in the Bureau of Foreign Commerce, and executive secretary of the National Export Expansion Committee.

TYPICAL OF GERMAN GROWTH: Frankfurt, a city of the rubble and ruin just 17 years ago, today typifies the economic miracle that has taken place in this great potential market for U.S. goods. The author reports the rate of economic growth has been faster in Germany than in the U.S. or the EEC

• Operation of Trade Information Centers. Some 25 such Information Centers in German industrial fairs and exhibitions have initiated more than 2,000 trade opportunities.

• Opening last November of the U.S. Trade Center at Frankfurt, the first on the continent of Europe and the first within the EEC. The electrical appliances show in November-December had about 1,800 visitors; more than 1,000 were buyers, importers, wholesalers, and representatives of department store chains and mail order houses, primarily from Germany but also from 16 other countries. Of the 17 exhibiting firms which did not have representation in Germany, 5 concluded agency agreements before the end of the show, 5 are negotiating with selected prospects and 6 are considering various prospects. Preliminary results show about $415,000 in direct sales, and others pending may bring the total to $1.5 million.

How to approach the Market

• There is no substitute for direct analysis of the market: Come to Germany and see for yourself. Utilize market and economic information available in Field Offices of the Commerce Department and ask that the Foreign Service be notified of your coming. Commercial officers will make appointments for you to see potential distributors of your products or assist you in other ways toward achieving your business objectives.

• Exhibit your products in German trade fairs. The U.S. Machinery Mission to Germany said, "Make proper use of German trade fairs and exhibits. In Europe, and Germany in particular, these are highly important direct sales activities, and quite different from the usual U.S. exhibitions." This medium is of the greatest importance in Germany for either stimulating new business or actually transacting it. Individual firms have told Embassy officers that they will make over 50% of their sales for the year at vertical, specialized fairs. Here you also see your competition.

A complete list of trade fairs in Germany and other countries was published in INTERNATIONAL COMMERCE, December 3, 1962. Full information is available at Commerce Department Field Offices. German trade fairs and exhibitions cover practically all lines of capital goods and consumer products.

For U.S. firms which cannot participate on their own in German trade fairs joint participation through trade associations is recommended. Industry associations in the U.S. can play an important role in building export business through joint displays of their members' products.

• Participation in the Government's Trade Center Program. About eight shows will be staged in 1963 at the Frankfurt Trade Center. Each of these shows, organized by the Commerce Department in Washington, highlights a particular product theme and represents a concentrated attempt to display the best and the latest from the U.S. in a particular field. From this exposure, a firm can obtain a measure of market acceptance for its products and negotiate agency representation.

• If a firm cannot undertake any of these more direct approaches to the German market, a carefully planned program by correspondence—preferably in German with c.i.f. prices and catalogs—should be launched. A wide range of information is available through Department of Commerce Field Offices including:

Overseas Business Reports (formerly World Trade Information Service) providing commercial and economic information about Germany; trade opportunities reported each week in INTERNATIONAL COMMERCE; trade lists of importers and dealers in major product lines (firms listed have expressed interest in U.S. products); reports of the 1961 and 1962 Trade Missions to Germany, which provide market information and suggested salable items; report by U.S. Embassy, Bonn, *Germany Offers Increasingly Broader Market Possibilities for U.S. Goods*, INTERNATIONAL COMMERCE, Nov. 26, 1962; Trade Contact survey, a specialized $50 service providing a resume of market possibilities

COME IN AND BROWSE: Hannover fairgoers visit the U.S. Trade Information Center in 1962's fair

for your product and names of firms that have expressed interest in handling lines in the Federal Republic.

Utilize to the fullest the competence of foreign trade specialists in Commerce Field Offices and their back-up organization in the Department of Commerce in Washington.

Now is the time to get into this promising and expanding market. Do not ignore inquiries from German potential buyers for your products—they are really interested sales prospects but they will turn to more interested suppliers if ignored. Our international competitors are aggressively cultivating the market.

Norway ready market for U.S. goods but sustained sales effort needed

Sampling of responses to export and agency opportunities reported by Embassy in Oslo shows favorable results

By LOUIS C. FEFFER
Commercial Attache,
U.S. Embassy, Oslo

A survey recently completed by the U.S. Embassy in Oslo points up the effectiveness of specific export and agency opportunities submitted by the Office of the Commercial Attaché and published in INTERNATIONAL COMMERCE. From a sampling of 46 such opportunities, 38 U.S. firms had located agency representation or concluded sales contracts with Norwegian companies.

Because of the effectiveness of this medium for making contacts and promoting U.S. exports, the Embassy is continuing to give top priority to trade opportunities. For the first 11 months of 1962, the Embassy reported to the Department of Commerce a total of 231, an indication not only of the interest of Norwegian businessmen in trade with the U.S. but also of the relatively large market potential available to U.S. exporters.

Development of export and agency opportunities is only one of several means employed by the Office of the Commercial Attaché in identifying commodities for which an expert potential exists. Another is market surveys. The Embassy, through this approach, has found a number of commodities which should interest U.S. exporters. Several of these are described below.

the author

With an M.S. from the New School for Social Research, Mr. Feffer served in several Government departments, including State, before becoming a Foreign Service Officer in 1955. After a tour of duty in Milan from 1956, he was assigned to his present post in August 1959.

Importers play a minor role in supplying the Norwegian demand for dry goods and clothing. Provided U.S. exporters are willing to recognize the special factors of the Norwegian market, there appear to be no insurmountable difficulties to a substantial increase in U.S. exports. Price, style, and quality of American men's and boys' readymade clothing are competitive, and U.S. products are generally popular.

By far the most evident reason for their relatively small market in Norway is that U.S. suppliers appear to have not made sustained sales effort and to have failed to accommodate the Norwegian marketing methods. Instances have been reported in which a local importer has dropped a line of U.S. goods without receiving any query whatsoever from the American exporter as to the reason for the importer's action.

Norwegian importers prefer to purchase in smaller lots than is customary in U.S. trade. Norwegian importers operate on the principle that they must first ascertain the salability of the particular garment before committing themselves by placing a large order.

U.S. exporters might well find the market worth developing; however, they must pursue a vigorous sales policy combined with a realization of, and an accommodation to, the peculiarities of the Norwegian market, if the U.S. share of Norwegian imports of dry goods and clothing is to increase.

Metalworking equipment

Although the price of U.S. metalworking equipment, except for those items which are mass-produced, is generally higher than the European products and in some instances several times higher, U.S. products continue to be in demand because of their excellent quality and quick delivery. The Norwegian buyer often feels he cannot afford to wait a year or more for delivery of the lower priced European product. Consequently, U.S. firms interested in entering the Norwegian market, or seeking to increase their sales, should not only price their

products as competitively as possible, but should also exploit their capacity for quick delivery.

Hi-fi radio-phonograph

In general, high fidelity is practically unknown in Norway although the public purchases radio-phonograph combinations under the misconception that they are of high-fidelity quality. By means of an educational program, Norwegian demand for high fidelity probably could easily be created. A U.S. supplier would, however, have to work closely with his importer. Fortunately, many importers in this field already operate their own retail establishments, so that special demonstrations could be arranged for the Norwegian public.

Nonelectrical equipment

Judged by past developments and current plans for industrial development, the Norwegian market for imported nonelectrical machinery is likely to expand considerably in the next few years. The U.S., accounting for 12% of imports, ranks behind West Germany (26%), Sweden, and Great Britain as a supplier to Norway. Total Norwegian imports of such machinery in 1961 amounted to $168.5 million.

U.S. exporters can probably increase their share of the Norwegian market, but to do so they must direct much time and effort to its development. For example, at the recent machinery trade fair held in Oslo by Norwegian representatives and wholesalers, German and British firms supplied many technicians to assist their agents and importers at no cost to them but U.S. firms generally did not provide such service. Also, U.S. exporters of machinery should be more active in displaying their products at trade fairs. More than 25% of the products at the Oslo fair were of German manufacture, while U.S. products accounted for less than 10%.

Paints, varnishes

The Norwegian paint industry is fully developed and capable of producing quality products. Output in 1960 amounted to $25.9 million and is expected to increase in 1962 and 1963. Because of the high development of the Norwegian paint industry, possibilities of selling U.S. general household paints on the Norwegian market are small.

Norway, however, imports substantial quantities of specialty paints and the amounts probably can be expanded. These specialty products are usually sold by agents directly to large Norwegian consumers, such as shipyards and building contractors. To attempt to market these items through importer-distributors would not be feasible, for the increased markup would detract from the competitive position of the products. Consequently, U.S. exporters interested in entering the Norwegian market should seek to obtain the services of a reliable agent.

Costume jewelry, giftware

Norwegian imports of costume jewelry, giftware, and novelties totaled around $2 million in 1961. The U.S. supplied considerably less than 1% of this total. Norwegian trade circles have indicated that there is a strong and growing market for these commodities, especially those that are mass-produced. The trade has reported that U.S. firms have not been active in the Norwegian market and some leading importers have stated that they have not been solicited by U.S. firms—even by mail—since the end of World War II. As a result, few of them, if any, have any conception of what U.S. products are being offered. The Norwegian market for these lines appears to warrant exploration by U.S. exporters.

Vending machines

Use of hot and cold beverage dispensers is still in the early stages in Norway. Norwegian importers have been reluctant to buy such machines, because any large-scale purchases would not only require a considerable capital investment, but would entail establishment of an expensive service organization as well. Also, time would be required to educate the potential consumer and to create demand. A potential market for this equipment no doubt does exist. Its realization will require a sustained promotional effort and close cooperation between the U.S. exporter and his agent or distributor.

Iceland, Ryukyus, Bolivia, Poles to get PL 480 food

The U.S. Department of Agriculture has announced the local currency sale of $51.6 million worth of wheat, cotton and tobacco to Poland and $1.9 million worth of wheat, corn, rice, vegetable oil and tobacco to Iceland under Title I of PL 480. Arrangements have also been completed for long-term dollar sales of $1.4 million worth of rice and wheat flour to Bolivia and $13.7 million worth of wheat, corn, soybeans, cotton, tobacco leaf and inedible tallow to the Ryukyu Islands under Title IV of PL 480.

Aid loan to boost U.S. poultry feed exports to Greece

$333,000 loan to Athens firm will expand broiler production

The Agency for International Development has taken steps to help Greece expand its poultry production and at the same time give a boost to exports of American poultry feed products to that country.

AID has loaned Voktas Feeds, Inc. of Athens, $333,000 worth of Greek drachmas to expand the company's broiler production from 475 to 1,305 tons annually.

The expansion program is expected to result in an increase of U.S. poultry feed exports to Greece, which were valued at $8 million in 1961. The Voktas firm estimates it will use at least $300,000 worth of U.S. feed grains annually after enlarging its facilities.

Because of the demand for more protein foods in Greece, the Voktas expansion is not expected to have any adverse effect on U.S. exports of frozen poultry to Greece. Starting in 1956, these exports had risen to $337,000 by 1961.

The loan is being made to Voktas under a provision of the Agricultural Trade Development and Assistance Act (PL 480) which authorizes such use of its foreign currency sales receipts if the loan results in an increase of U.S. agricultural exports.

World Bank reserves up by 55 million—6 months

International Bank for Reconstruction and Development (World Bank) reserves rose by $55.6 million in the first 6 months of the current financial year to a total of $755 million.

On December 31, the Supplemental Reserve against losses on loans and guarantees totaled $515.9 million and the Special Reserve was $239.1 million.

During the period, Kuwait, Senegal, Sierra Leone, Somalia, Tanganyika and Togo became members of the Bank with subscriptions aggregating $178.3 million. The subscribed capital of the Bank amounted to $20,663.1 million on December 31.

U.S. stresses importance of small firms, private business at UN Development Conference

Developing nations urged to employ all available channels to economic maturity; small scale operations encouraged

A national development plan for an underdeveloped country remains a mere exercise in arithmetic unless the government motivates private enterprise, according to a U.S. Government paper submitted to the United Nations Conference on the Application of Science and Technology for the Benefit of the Less Developed Areas.

Authored by Gerhard Colm and Theodore Geiger of the independent National Planning Association, "Public Planning and Private Decision-Making in Economic and Social Development" outlines the 3 main functions of the less-developed countries' governments:

❶ Utilization of national development planning to choose the national development effort goals; estimate and mobilize the necessary domestic and foreign resources to accomplish them; and allocate or guide the resources to the specific uses necessary to achieve the national goals.

❷ Initiation of the investments and activities which comprise the public sector of the economy.

❸ Stimulation and assistance to private initiative and activities so they contribute effectively to the country's economic and social development.

Governments in many less developed countries do not have the trained supervisory personnel, technical skills, or financial resources to replace all significant private enterprises by central planning and government operation of the entire economy. "The less developed the country, the less it can afford to neglect the potential resources that could be activated only voluntarily in decentralized, nongovernmental forms," they said.

To motivate commerce, banking, and industry toward growth and expansion, the authors recommended enlisting the active participation of the numerous smaller private enterprises in the national planning effort. In addition to the "announcement effect" of the national development plan—an increase in private productive capacity due to opportunities for entrepreneurs revealed by the plan—government controls can also be used to support and channel private investments. These include: use of fiscal and monetary policies, budgetary policy, tax benefits, and differential tax rates to encourage productive investments, tax reform, interest rates, credit availability, investment licensing, construction permits, and the rationing of foreign aid capital received.

> Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.
>
> Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.
>
> Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Government can help

Government policies on prices and wages are also important to help maintain the profitability of efficient enterprises, and import and foreign exchange policies can protect infant industries.

The paper emphasized the importance of agricultural policy to the national development effort in less developed countries, saying that "the agricultural sector often provides the major source of domestic savings for investments in infrastructure, social capital, and new industries; the foreign exchange earnings needed to import capital goods; labor for new factories and service trades; food to feed the growing urban population; and perhaps also some of the raw materials required for manufacturing."

Small firm's role

Chicago University Professor Bert F. Hoselitz suggests that the development of successful private business communities in the new nations of Asia and Africa will largely depend on the small and medium sized firms which played an important part in the economic development of the highly developed nations.

Private, as opposed to public, industrialization "must be thought of in the next 2 or 3 decades not in terms of new Pittsburghs or Birminghams in the developing nations of Africa and Asia but rather as a process in which small capital is allocated in various industrial and commercial fields.

"Although these units may increase in size, they will remain, from a world point of view, fairly small, or at best medium size, in their fields of economic activity. Banks will ration credit to small entrepreneurs who wish to grow rapidly. Many enterprises may have to begin with meager capital funds and grow only to the extent to which they can reinvest their profits."

Basic to any nation's plan for a private commerce and industry is "a legal order (providing) the necessary accommodation for the needs and protection of entrepreneurial activity. Accommodation must include not only a neutral system of laws, but institutions through which entrepreneurs can exert pressure on state actions, especially upon legislation.

Transport facilities and power for industry are the 2 basic ingredients for successful business operations in less-developed lands. Government assistance is also vital in providing, at low cost or as a subsidy, financial loans, accounting, long-term credit and technical education. Government-backed national development banks can provide information on:

❶ where the most suitable machinery can be purchased,
❷ industrialists' markets,
❸ freight charges,
❹ insurance costs, and
❺ finding suitable locations and designing work procedures.

Hoselitz also urges the private businessmen in the newly emerging nations not to be fearful of public aid in the form of a planned economy. "It is quite conceivable that the mixed economy (the mix-

ture of public and private planning) as it takes shape in many developing countries, may grow into a new form of economic system with its own distinctive characteristics, one of which would be collaboration between public officials and private entrepreneurs in the development of the economy.

"From a secular viewpoint, the interests of government, of the newly emerging entrepreneurial class, and of the mass of the population in a developing nation are closely parallel. The main problem is to find a formula by means of which this parallelism of interests can be put into effect with least friction and greatest likelihood of success," he said.

Stanford Research Institute Economist Eugene Staley also emphasized that small industries may make more economic sense in underdeveloped countries than large manufacturing operations in his paper on "The Role of Small and Medium Industry in Development."

Dr. Staley argues that "economies of scale" are not necessarily more easily realized in large manufacturing operations than in small ones. Rather, he feels that countries striving for accelerated economic growth should carefully study the advantages of certain types of small and medium sized manufacturing units. If stress is given to proper product lines and efficiency in production and business operations, smaller scale units can make key contributions to overall development.

He expects a decline in household industry in many countries and feels that artisan industry will be transformed into modern service trades. "Then the small but modern factory will rise in importance."

An industrial advisory or extension service to provide information and aid in technical matters, financing plans and operating procedures is an important factor in the success of such a program, he says. Aside from data on investment opportunities and procedures, such a service "should also encourage a progressive outlook among small entrepreneurs and keep feeding them improved ideas on the economic, technological, and management problems of their enterprises."

Industrial estates

In the 70 years since the concept was first conceived and tried, the industrial estate—or industrial park as it is known in the United States—has proved of key value in promoting industrial expansion.

Industrial estates in the U.S. and the United Kingdom, in Puerto Rico's "Operation Bootstrap," and in a large scale Indian program, have contributed importantly to stimulating economic growth, according to another Stanford Research Institute Economist, William Bredo in "The Industrial Estate—Social Technology for Economic Development."

Basically, an industrial estate is a tract of land designed for planned industrial development and improved to make the site attractive to businessmen. Cost of land acquisition, road building, utilities, and other improvements can thus be supported on a broader base. Industrial and technical services, transportation, and financing of physical plant and equipment can be provided on a more efficient basis.

This article contains the salient points in 5 of the 138 papers scheduled for presentation by the U.S. delegation to the United Nations Conference on the Application of Science and Technology for the Benefit of the Less Developed Areas, which was held at Geneva from Feb. 4-20.

Beyond making industrial development simpler for the investor, the estate concept also gives national economic planners leverage in encouraging new industry where it is needed. In effect, the estate plan can be used to help achieve regional industrial dispersal, often an important objective in balancing income and living conditions from area to area.

Rapid growth risky

Mr. Bredo warned that there can be "real economic dangers in extending industrial estates too soon or on too large a scale, particularly if the physical infrastructure and social amenities are insufficiently developed to attract branch plants and new entrepreneurship."

The paper concluded that industrial estates are a good means of attracting and facilitating private foreign investment.

The relationship between electric power and economic growth in rural regions was discussed in a paper entitled "Rural Electrification and Rural Development."

A study of present and potential power usage in rural areas of India, Colombia, Chile, and Peru, where, in some cases, no electric power is now available, indicates that supplying power generation units to market towns rather than to individual small villages will be more productive of national economic growth.

The high cost of local fuels and the limited use which would be made of power output have discouraged proposals to place small scale (10-15 Kw.) generators in villages with limited population.

The mere availability of electric power in these communities does not guarantee its productive use. In villages of this type with power which were surveyed, electricity is only used for a few hours in the evening, although unused daytime generating capacity has been available in some cases for years.

The study group suggests that generators in the 50 Kw. range be the minimum size unit considered for installation and that most rural electrification effort be placed on towns which serve as marketing communities for a number of surrounding villages. They recommend that any equipment expenditures be accompanied by power usage programs which will contribute to overall economic development and growth.

Eximbank guarantees sale of 18 jet engines to Finns

The Export-Import Bank has guaranteed a $3.5 million export transaction which will send 18 jet engines to Finland for use in commercial airliners.

The jets are Pratt and Whitney JT8D-1's, and the order includes line maintenance equipment and spare parts. Twelve of the engines will be installed in 6 Caravelle 10B aircraft on order by Finnair from Sub-Aviation of France. Six engines will be counted as spares.

The financial pattern of the sale generally follows Eximbank's standing program for providing guarantees on export financing to U.S. commerical banks. Total cost of the engine order is over $5 million. Finnair, the buyer, will advance 20% of the total cost as down payment, leaving 80% to be financed; the supplier, United Aircraft International, will carry 15% of the financed portion through the life of the 7-year credit; and the First National City Bank of New York will finance the remaining 85% of the financed portion under Eximbank guarantee.

STUDEBAKER IN ITALY

Studebaker has acquired a majority interest in Domowatt, an Italian producer of refrigerators and washers. Domowatt exported about 35% of its output in 1962.

Venezuela's rallying economy buying more U.S. products; petroleum output jumps 10%

Cuban-inspired dynamiters fail to cripple oil industry; new development plan expected to stress consumer goods

The upturn in the Venezuelan economy continued during October, according to the U.S. Embassy in Caracas. The improvement appears largely due to special factors, including increased demand for petroleum products, the Government's fiscal reform and its efforts to stimulate economic activity.

The recovery has not yet been reflected in all areas of the economy, but an increase of from 5 to 8% was expected in Venezuela's gross domestic product for 1962, and there are strong signs that the economic recovery will continue this year.

Petroleum production is estimated to have risen more than 10% in 1962, and output in construction, manufacturing and agriculture are reported to have increased substantially. On the other hand, financial indicators such as the money supply, banking indexes and foreign exchange reserves showed no significant improvement during the first 9 months of 1962.

Foreign exchange reserves reached their lowest level of the year on September 30, but the reserve level is expected to recover as a result of higher petroleum company tax payments.

A World Bank Mission visited Venezuela to confer with local officials on projects for the Guri Dam in the Guayana region and an electrical transmission line from the existing Macagua Dam to the Caracas area. The first stage of the Guri Dam involves installation of generators with a capacity of 350,000 kw, costing approximately $140 million.

Development plan

CORDIPLAN, the Government planning agency, has presented the new 1963-66 Economic and Social Development Plan to the Council of Ministers. Although details of the plan are not available, it is expected to emphasize the growth of industrial and agricultural production for internal consumption and the reduction of unemployment.

Official Venezuelan trade statistics for 1961 revealed that of all the supplying countries, the U.S. and its exporters fared best. Venezuelan imports rose for the first time since 1957, but only by about 9 million bolivars above 1960 (one bolivar equals 22 cents at the controlled free rate of exchange). U.S. exporters raised their share of the market from 52.5% to 54% with an increase of just under 90 million bolivars.

Applications for industrial machinery and equipment imports ordered prior to the April 2 exchange decree removing such imports from the controlled list, have now been entirely reviewed and the total recommended for approval by the Special Review Board reached $47 million.

The Government has been under considerable pressure from the Federation of Chambers and Associations of Commerce and Production (FEDECAMARAS) to lower the duty on whisky as a means of eliminating the supposedly sizeable contraband market.

The third Canadian Trade Mission in less than 2 months, this one interested in the Organic Chemical Market, visited Venezuela to establish or renew business relations with Venezuelan importers and exporters, and study the market potential for organic chemical products.

New Industries

Ford Motor Company (Venezuela) S.A. inaugurated its new 50 million bolivar assembly plant in Valencia. This is the third American-owned motor vehicle assembly plant in Venezuela and is the first of the new ones under construction to open operations. It is an entirely modern plant with an annual capacity of over 13,500 vehicles. Employing about 500 persons now, this figure will rise to over 650 when the plant is in full production.

The Pepsi Cola licensee has opened a completely modern, mechanized, high speed (completely American-equipped) bottling plant in Maracay with a capacity of 8 bottles per second, or just under 30,000 bottles per hour. Total cost was 4 million bolivars.

Jos. Hennessy Co., of Cognac, France also commenced local production of "Hennessy" brandy.

Dorr-Oliver Corporation of the U.S. finished installation of a 100 metric ton per day phosphoric acid plant for the Instituto Venezolano de Petroquimica (the government-owned petrochemical plant) at Moron. The announcement that FABOVENCA at Barquisimeto would start producing light bulbs was followed by similar announcements by General Electric and Philips Lamps of Holland.

Upjohn Pharmaceutical and Willys Jeep also announced plans to commence local production.

Oil sabotage

The oil industry suffered serious acts of sabotage beginning with the bombing of an oil pipeline near Barcelona on the night of October 10, which was rapidly repaired with no noticeable production decrease. This was followed on October 27 by the almost complete destruction of 4 Creole Petroleum Company electric sub-stations in the Tia Juana Field in Lake Maracaibo by a dynamite explosion.

Production affected here was 525,000 barrels per day. However, improvised repairs brought production back to normal by October 30.

The latest act was on November 2 when 3 pipelines were damaged near the terminal station at Puerto La Cruz. Here again operations were back to normal by November 4.

The Government attributes these acts of sabotage to local communists acting under instructions from the Communist Party of Cuba. The security forces in the oil fields and operating centers have been increased and appear to be curtailing acts of sabotage. Despite the losses caused by these acts, October production still averaged 3,024,000 barrels per day, slightly less than the official estimated production of 3,050,000 barrels per day.

Yearly production through November 7 averaged 3,190,000 barrels per day, a 9.84% increase over the same period in 1961. Some concern has been expressed by informed sources that despite the substantial increase in production, oil prices have not been firm and the Venezuelan Government's revenues from petroleum may not increase as rapidly as production.

The same source was not too optimistic about future oil prices, contending that the present worldwide production surplus, due to growing exploratory efforts by many countries, is exercising pressure upon oil prices. Russian competition is penetrating into the Brazilian

market and is about to do the same in Uruguay, both countries being considered natural Venezuelan markets.

The Corporacion Venezolana del Petroleo has contracted with the Mene Grande Oil Company to drill a wild cat well in its assigned area in Lake Maracaibo's Ceuta Field. This is described as a dry hole contract, with Mene Grande committed to pay up to 500,000 bolivars of the cost if the well should turn out to be dry.

The Minister of Mines and Hydrocarbons departed for Saudi Arabia on November 1 to attend the Fifth Conference of the Organization of Petroleum Exporting Countries (OPEC). He said that OPEC, as the source of over 90% of the oil entering international trade, will sooner or later make its influence felt in stabilizing the industry. The Minister contended that, if an international agreement could be reached regarding the coffee market, surely oil, which is a more essential item and subject to depletion, deserves similar treatment.

Brazil buys oil

A top Brazilian official announced in Caracas that his country expects to buy more Venezuelan oil in the future. He said Brazil's yearly increase in consumption is 12%, and it is only producing one-third of its requirements. Venezuela now supplies Brazil with 150,000 barrels per day. The Corporacion Venezolana del Petroleo has entered an agreement with the Gaz de France to study the installation of a gas distribution system for domestic consumers in the Caracas area.

Iron ore production was at a monthly average of 1,114,000 tons during the first 9 months of 1962, a decrease of 11.22% from the same period in 1961. A decrease in production during September was attributed to a labor strike which halted operations of the Orinoco Mining Company from September 23 through October 5. The strike was settled by a Government decree.

Venezuela was the principal supplier of iron ore to the U.S. for the first half of 1962, supplying 39.1% of our total imports. Canada was second with 36.4%.

There was an apparent slowdown both in the number of petitions for, and the acquisition of, new haciendas under the Agrarian Reform program in October. Over 1,000 campesino families were awarded newly purchased haciendas in at least 5 States, however, and campesino groups expressed support of the Government program.

Plans for a new 22 million bolivar milk powder plant for the State of Merida, with an initial capacity of 150,000 liters per day (eventually 300,000) were announced. This would bring the total to 6 drying plants.

Agricultural production in 1962 reportedly has been strengthened by increased plantings on campesino settlements. Big campesino crops were reported for corn, tomatoes, black beans, bananas and other tropical fruits, lettuce, potatoes, peanuts, melons and other fruits and vegetables.

A Venezuelan tobacco export cooperative is being organized with some financial help from the Government to relieve the tobacco surplus situation by encouraging exports. Exports of leaf tobacco and dark cigarettes were announced, and the Minister of Agriculture believes that exports of Burley types can be made to Austria and Italy, and possibly to Germany and the Netherlands.

U.S.-UAR will replace 1946 Civil Aviation Pact

The U.S. and the United Arab Republic (Egypt) held civil aviation consultations in Cairo from January 21 through February 4, pursuant to the Bilateral Air Transport Agreement of 1946.

Agreement was reached (on an ad referendum basis) to replace the basic 1946 agreement with a more modern version and to decribe routes for the operation of a UAR designated carrier between the UAR and the U.S.

1962 exports hit record $21.6 billion

Non-Military shipments run 4% ahead of previous record

The Census Bureau has announced that U.S. exports, including Military Assistance Program grant and aid shipments and unadjusted for seasonal change, amounted to an all-time high of $21,628 million during the 1962 calendar year. The total exceeded 1961's previous record by $666 million (3%).

Excluding the Military Assistance Program, total exports were valued at $20,901 million, 4% above 1961.

The rise in over-all total exports resulted from increases in exports of 7 of the 11 major commodity groups. The more noticeable increases were in exports of machinery and vehicles, vegetable food products and beverages.

U.S. annual export totals, including the Military Assistance Program, in billions of dollars for the 10-year period 1953-1962 follow: 1953—$15.8 billion; 1954—$15.1 billion; 1955—$15.5 billion; 1956—$19.1 billion; 1957—$20.9 billion; 1958—$17.9 billion; 1959—$17.6 billion; 1960—$20.6 billion; 1961—$21 billion; and 1962—$21.6 billion.

Trade review, outlook in 15 industries

The Business and Defense Services Administration (BDSA) has released the foreign trade figures for 15 U.S. industries during 1962, and issued predictions of their trading performance in 1963.

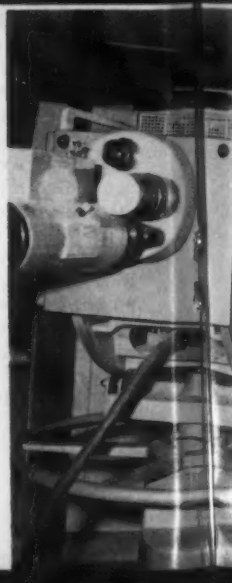
In reading the accompanying table, it should be remembered that U.S. producers enjoy a heavy advantage in shipments of all products except candy, malt liquor, softwood-plywood, and distilled liquor. Hence, a 100% increase in U.S. steam engine and turbine exports during 1962 represents a gain of $52.5 million, whereas the 230% import rise represents only a gain of $5.6 million in foreign sales to the U.S.

Industry	1962 % change		1963 Outlook	
	Exp.	Imp.	Exp.	Imp.
Material handling equipment	0	100	5	25
Aircraft engines, engine parts	27	—30	21	—19
Cigarettes	12.1	8.3	.9	0
Aircraft manufacture	2	—33	28	—37
Candy and confectioneries	—3.2	3.5	—1.8	4.2
Malt liquor	—1.1	12	0	5
Softwood-plywood	2	63	10	5
Printing machinery	3.8	22	5	1
Steam engines and turbines	100	230	—5	5
Plastics materials	3.4	70.3	2.4	10.2
Cyclic intermediates	8	3	15	4
Boiler shop products	97	neg.	—25	neg.
Tire and Tube	—2.7	0	—2.8	0
Railroad freight cars	—72.1	—1.6	1.8	8.8
Distilled liquor	—3	13.4	2.4	2.9

Record crowds at U.S. Trade Fair in Mexico

More than 104,000 Mexicans crowded into the U.S. National Exhibition at Mexico City Sunday Feb. 17th, to bring the attendance to that date over the 600,000 mark. The U.S. trade fair opened on February 8th and will close on the 28th.

The U.S. Department of Commerce is exhibiting products from 116 firms in the United States, grouped in 29 major exhibit areas in the colorful and attractively designed fair pavilion which covers some 100,000 square feet at Campo Marte in Chapultepec Park.



PAN AM
PAN AMERICAN

CONTINENTAL TRAILWAYS

U.S. drug firms plan show at Bangkok Center

Survey shows increasing market for pharmaceuticals in Southeast Asia; 25 firms to participate

American pharmaceutical firms, with the aid of the Department of Commerce, are seeking a larger share of sales in a rapidly growing Far Eastern market. An exhibition of their products will be held at the Southeast Asia Trade Center, the show window for U.S. business in Bangkok, Thailand, opening April 30 and continuing through May 24.

Market increasing

A market survey of the area, which includes Thailand, Laos, Cambodia, Burma. Vietnam, Singapore and Malaya, has indicated that, as a result of Western training of professional people, and the growing use of modern medicine, there is a steadily increasing market in the region for pharmaceuticals. The governments of the countries, several with U.S. aid, have been conducting public health programs over the past several years in addition to projects for training doctors and nurses.

Several major American firms already are represented in the area and, for the most part, the Exhibition will be made up of U.S. products already in stocks of local agents of American firms in Thailand.

The main purpose of the show is to point up the advantages of U.S. pharmaceuticals over those of the several other countries presently seeking to penetrate the market. The Soviet Union has built a hospital in Cambodia and sent a medical mission to that country. Western European pharmaceutical manufacturers also are seeking to develop the market, which is potentially one of the richest in Asia.

Logical follow-up

It is expected that about 25 American firms will participate in the exhibition, which it is believed is a logical follow-up to the very successful exhibition of hospital, clinic and medical office equipment held early last fall. Exhibitors in the equipment show had high praise for the Trade Center exhibition as a means of developing sales outlets and agents.

Any American firm wishing to participate in this showing of U.S. pharmaceutical products should communicate at the earliest possible date with the Exhibition Participation Division, Office of International Trade Promotion, U.S. Department of Commerce, Washington 25, D.C. It can be reached by telephoning DUdley 6-1274, Washington.

U.S. firms discouraged from exhibiting in Leipzig

Applications for licenses to export commodities for exhibit at the annual Trade Fair in Leipzig March 3-12 will be disapproved by the Commerce Department's Office of Export Control.

In addition, requests for authorization to re-export U.S.-origin commodities for exhibition at the fair will be rejected.

Dates for exporters

U.S. Department of Commerce sponsored

Trade Fairs—Trade Missions—Trade Centers

If you wish to exhibit or attend, write or telephone Office of International Trade Promotion, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

FEB. 8-FEB. 28—MEXICO CITY—International Trade Fair

FEB. 16-MAR. 16—MEXICO—Trade Mission

FEB.26-MAR. 15—LONDON Trade Center—Heating, ventilating and air conditioning show

FEB. 28-MAR. 28—TRIPOLI—International Industrial, Commercial and Agricultural Fair

MAR. 5 - APR. 12—BANGKOK Trade Center—Small Farm Machinery and Equipment show

MAR. 11 - 19 — UTRECHT — Royal Netherlands Industries Fair (Commerce)

MAR. 12 - 29—FRANKFURT Trade Center—Automotive Service and Maintenance Equipment show

MAR. 31-APR. 8—LYON—International Fair (Commerce)

APR. 1-30—LONDON Trade Center—Department of Agriculture

APR. 2-26—TOKYO Trade Center—Industrial Instruments and Laboratory Apparatus show

APR. 6 - 28—CONAKRY—International Trade Fair (tentative)

APR. 16 - MAY 6—TOKYO—Tokyo International Trade Fair

APR. 20-MAY 18—NETHERLANDS—Trade Mission

APR. 23 - MAY 10—FRANKFURT Trade Center—Boating and Accessories show

APR. 30 - MAY 24—BANGKOK Trade Center—Pharmaceutical show

MAY 4 - JUNE 6—FRANCE—Trade Mission

MAY 4 - JUNE 7—SWEDEN—Trade Mission

MAY 6 - JUNE 23—TOKYO Trade Center—Dept. of Agriculture

MAY 9 - 26—PHNOM PENH—International Fair

MAY 14 - 31—LONDON Trade Center—Home Furnishings and Design show

MAY - JUNE—BELGIUM—(tentative) —Trade Mission

MAY - JUNE—NORWAY-DENMARK —(tentative)—Trade Mission

JUNE 1-20—BARCELONA—International Samples Fair (Commerce)

JUNE 4 - 14—FRANKFURT Trade Center—Electronics show (locally produced)

JUNE 9 - 23—POZNAN—International Fair

JUNE 17-28—LONDON Trade Center—Apparel Textiles show

JUNE 18 - JULY 19—BANGKOK Trade Center—Business Machines and Office Equipment show

JUNE - JULY—NICOSIA—International Fair

JULY 9-26—TOKYO Trade Center —Automotive Service and Maintenance Equipment show

JULY 9 - AUG. 9—FRANKFURT Trade Center—Home Furnishings and Design show

JULY 17 - AUG. 16—LONDON Trade Center—Home Furnishings and Design show

JULY 19-AUG. 18—RIO DE JANEIRO—International Trade Fair

JULY 26 - AUG. 10—SYDNEY—Industrial Fair (Commerce)

U.S. exhibition at Tripoli opens February 28th

To demonstrate achievements in industry, agriculture, education

American achievements in industry, agriculture, and education will be demonstrated at a U.S. Exhibition in Tripoli, Libya, which opens February 28.

The exhibition, which runs until March 28, will be held in connection with the Tripoli International Trade Fair. This will be the second official U.S. Exhibition held there. The 1962 event attracted more than 140,000 visitors to the U.S. Pavilion.

"New Paths to Progress" is the theme of the U.S. Exhibition. More than 70 firms from 20 states are cooperating in the displays and demonstrations of U.S. products and technology.

Only products adaptable to the needs of the Libyan economy have been included in the U.S. Exhibition. For example, demonstrations will feature a comprehensive poultry exhibit showing the hatching of chicks and modern egg grading and packaging. The Libyan government is encouraging efforts to promote additional animal protein food to supplement the Libyan diet.

> Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Including in the other exhibits are such items as wash-and-wear clothing, a sheet metal shop, machine repair and maintenance equipment, office and communications equipment, farm implements, and consumer goods.

The U.S. Exhibition at Tripoli will be the 129th exhibition presented by the Bureau of International Commerce's Office of International Trade Promotion since the United States began its international trade fairs program in 1954. More than 80 million persons on both sides of the Iron Curtain have visited these exhibitions to see displays and demonstrations of American products and technology.

He proves small exporter can sell

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Chicago: Reading statistics on export one often gets hopelessly mired in mountains of dollars about tons of commodities. He is apt to stagger under the cumulative results of the accountant's calculus that somehow represent machine tools, paints and men's clothing sold from Addis Ababa to Zanzibar.

Government financial prose is not noted for drama or suspense and the figures exist in such rarified roosting places as to lose much meaning for an ordinary guy trying to decide whether to buy a new ice box or take the family on a trip to visit his brother in Milwaukee.

So let's take a look at David Welt, who is not an ordinary guy at all, but who owns two Miami, Florida, businesses, Safe Lock, Inc., that manufactures photographic equipment, and Arsco Paint Rollers. He works every Saturday as though overtime were tax exempt, and recently in his inauguration address promised, as President of the Greater Miami Manufacturers Association, to increase exports from Dade County and establish a new committee to assist him.

You get away from big numbers when you talk to Mr. Welt. Arsco Paint Rollers employ 34 people and Safe Lock 11. You don't listen to conversation about the Common Market, or whether England will ever join, or the need for United States exports to correct the balance of payments, or the drain on gold.

Mr. Welt just tells you about what he sold for Safe Lock when he went to Europe.

"Marion Leonard and Roger LaRoche of the Commerce Miami Field Office planned my trip," he says. "They made arrangements ahead of time and I was even corresponding with some distributors before I left.

"Our commercial attaches were helpful. They don't swarm over you, but they're knowledgeable, courteous and had leads. They made phone calls when I had language problems and, generally, saw to it that I kept busy.

"Steve Namisnak of the London Trade Center gave me the best reception I received anywhere. He works like they wind him up every morning and he is still sending reports. That Trade Center Staff is something!"

Mr. Welt, taking advantage of government help, established distributors during his trip in England, Belgium, Holland, Switzerland and is now negotiating with a firm in Italy. To get started quickly, he sent all merchandise by air, charging only sea freight, allowed 60 day terms on open account, and paid expenses for printing circulars in the language of the country.

"How about selling photographic tripods in Switzerland?" Mr. Welt beamed. "We even sell them to the Leica distributor! Our price is double the German, but we have features any camera fan appreciates, so the business comes here to Miami."

Safe Lock is close enough to the Hialeah track to open the window and get the race results, but Mr. Welt has been there only once. He sold a cabin cruiser because he never found time to use it. The father of three children, David Welt, an expatriate of Brooklyn, in business for 26 years, gives much of himself to others, to Junior Achievement, and to his bustling small firms.

"We've just built a new building, but this is not all due to export. The fact, however, that customers in other nations buy our products raises our prestige, adds value to our domestic image and is great public relations."

David Welt struck flame to a tiny candle and caused no blistering upset in the Washington computations. All he did, really, was to sell his photographic equipment just like he has done every other day. But by doing it in Europe, with blazing imagination, he has lit the way for other small businesses.

The story of David Welt is one of flair and daring, dreams molded from muscle and short nights, and of a good citizen of these United States.

Booming Bordeaux looks to bigger '63

New factories, harbor facilities brighten French port's prospects

Bordeaux port authorities have announced that a record-breaking 9,005,-314 tons of cargo passed through the port during the 1962 calendar year—an increase of 250,000 tons over 1961. Officials are looking forward to a much larger increase for 1963 with the opening of new factories in the Bordeaux area, completion of harbor improvements and the diversion of much French wheat trade to Bordeaux.

The 1962 figures included 6 million tons of ocean cargo and 3 million tons of river cargo, according to the U.S. Consulate in Bordeaux. Of the former there were 3.3 million tons of petroleum products and 2.7 million tons of general cargo.

Shipping figures for the year showed a net tonnage of 923,497 tons, an increase of 89,641 tons over 1961, and 5,901 sailings recorded (arrivals and departures), exclusive of river traffic. Fifty-one U.S. flag vessels deposited their ship's papers at the U.S. Consulate during the year, 9 less than in 1961.

Local authorities base their optimistic outlook for 1963 on:

❶ Construction of 2 new wharfs—one for the handling of wood and the other for iron ore and phosphates;

❷ Improvement and enlargement of existing grain storage and loading facilities;

❸ Construction of a new tobacco warehouse;

❹ Construction of a new factory by the Michelin Company and a new fertilizer factory.

Principal imports of the port are: fresh vegetables, coffee, barley and oats, olive oil, sugar, tobacco, asbestos, wheat, iron ore, coal and tropical woods. The most important exports are: meat, wheat, flour, fertilizers, wine and cognac, lumber, refined sugar and aluminum ingots.

ITALIAN OIL PORT EXPANDS

Oil loading facilities are being expanded at Gela, Sicily, through the construction of a man-made island which will be completed before the end of 1963. Shipments of crude oil from Gela, which totaled about 3 million tons in 1962, are expected to rise to 9 and perhaps 10 million tons in the near future.

Refined copper imports up 25%; exports down 22%

Imports of 79,000 tons of refined copper between January and November 1962 represented a rise of 25% above the same period of 1961—due primarily to a 19% increase from Canada and the resumption of imports from Rhodesia.

Refined copper exports slipped to 299,000 tons, 22% below 1961, resulting from declines of from 12 to 40% in shipments to principal European markets and a reduction of 78% in exports to Japan. The drop was offset, in part, by an increase of over 600% in shipments to India.

January-November exports of copper and copper-base alloy scrap were each about one-third the volume of the corresponding period of 1961.

The drop in exports of both unalloyed and copper-base alloy scrap to Japan began in August 1961, when a shortage of foreign exchange coupled with probable earlier overbuying caused the Japanese Government to restrict imports. As Japan's dollar position has improved greatly, increased purchases can be expected during the current year.

Alliance loan to improve Panama City's waterworks

Panama City's water and sewer system will be expanded under a $6 million, Alliance for Progress loan to finance 80% of the system which serves the 300,000 people of greater Panama City.

The system will require U.S. services and products costing an estimated $2.7 million. Expenditures in Panama will total an estimated $3.7 million.

The new construction will complement water mains, storage tanks, sewer lines and a 20,000-gallon-per-minute sewage pumping station financed in part with a $2 million U.S. loan in 1958.

Indonesian state trading firm begun in West New Guinea

The Indonesian Government has extended its state trading operations to West New Guinea through the establishment of "Irian Bhakti" with its main office at Kotabaru and branches at Merauke, Biak and Sorong. Branches are also to be established at Fak-Fak, Manokwari, and Kaimana.

State trading companies in Indonesia handle about 80% of the country's imports and 10% of its exports.

World Bank lends Pakistan credit firm $20 million

To be relent to new and expanding private industrial enterprises

The World Bank has loaned the privately owned Pakistan Industrial Credit and Investment Corporation Limited (PICIC) the equivalent of $20 million to help the Corporation to meet the foreign exchange needs of industries whose establishment or expansion it is helping to finance.

Industrial production in Pakistan has risen by 15% during the first 2 years of the current Five-Year Plan (1960-65) and now accounts for about one-sixth of gross national income.

PICIC is one of the chief institutions in Pakistan providing medium and long-term finance for industry. It was founded in 1957 by private interests in Pakistan, together with investors in Canada, Japan, the United Kingdom and the U.S.; and its shares are now held in Germany as well.

PICIC not only invests its own funds in new and expanding industries, but is playing an increasingly active role in arranging investment by others through underwriting new offerings of securities to the public and arranging to place securities privately with other investors both in Pakistan and abroad. PICIC also helps industrial companies obtain managerial, technical and administrative services.

In view of the prospects for future rapid expansion of private industry, PICIC needs additional funds to meet the expected demand for loans in foreign currency. The Bank loan made today, together with other foreign exchange credits yet to be drawn down, should meet PICIC's requirements for at least another year.

NIGERIAN FINANCES

The Nigerian Public Debt was $272 million at the end of 1962, of which $123 million is external debt. Currency in circulation on December 15 totaled $235 million, an increase of $19 million from a year earlier. The Government has converted 10% of the country's reserves, amounting to $19.6 million, into gold; previously all reserves had been held in sterling securities.

AID helps India purchase vitally-needed U.S. goods

Program helps U.S. firms retain share of market in exchange-short nation; best-selling products listed

Ranging from loans for major construction projects to non-project loans designed to provide needed equipment and raw materials for India's industrial and agricultural programs, the assistance provided by the Agency for International Development (AID) represents a major outlet for many American products. Because AID loans are tied to procurement in the U.S., they permit many American firms to retain their position in the Indian market despite that country's severe shortage of foreign exchange.

Major projects now being financed for the Government of India include power plants, a coal washery, diesel locomotives and other railway equipment, and a fertilizer plant.

Project loans have been made to the following industrial enterprises: Ahmedabad Electric Company, to develop thermal power; Premier Autos, Ltd., for auto plant expansion; Delhi Cloth Mills, for a rayon tire cord plant; NAPCO Bevel Gears of India, Ltd., for gears; Tata Engineering and Locomotive Company, Ltd., for truck expansion; Hindustan Motors, Ltd., for truck expansion; West Coast Paper Mills, for paper; and the Tata group of power companies for a thermal power plant.

Loans to lenders

Loans are also made to Indian lending institutions such as the Industrial Finance Corporation (IFC), the Industrial Credit and Investment Corporation of India (ICICI), and the National Small Industries Corporation (NSIC). These institutions in turn make sub-loans to Indian firms for the import of U.S. goods.

AID and its predecessor, Development Loan Fund (DLF), have made a number of so-called non-project loans to the Government of India. The Indian Government allocates these funds to a wide variety of Indian manufacturers and importers for the purchase of essential commodities, spare parts, and components from the U.S. Among the commodities purchased with such funds are:

Non-ferrous metals and non-ferrous metal compound; alumina; steel; capital machinery, including construction and earth-moving equipment, and spare parts thereof; auto components and spare parts including truck spares; garage equipment; machine tools, and spare parts thereof; compressors, ball bearings and other general purpose components and spare parts; elevator components and spares; cutting tools, small tools, abrasive grains and other types of tools required by engineering industries.

Refractories and rolls for steel plants; storage and transport tanks and cylinders for liquid oxygen, nitrogen and other industrial gases; calulating and accounting machines and spare parts thereof; industrial explosives; fertilizers; synthetic rubber; tire cord synthetic yarn; antioxidants for rubber; sulphur; rock phosphate; pulp, including rayon grade pulp; newsprint; lubricants; additives; aviation gasoline; dehydro-genated rosin.

Fatty acids; extender oil; synthetic latex (dry rubber basis); caustic soda; dye-stuffs; rutile titanium dioxide; styrene monomer; phenol; cellulose acetate butyrate/cellulose propionate moulding powder; borax and boric acid; calcined petroleum coke; carbon black and acetylene black; electrode carbon and electrode carbon rods.

Resins; vinylite, bakelite and hercolyn; film laminate with paper backing; electrode—duplex, tabbed duplex and film lined; toluol; staple fibre; antibiotics; D.D.T.—chloroquinine and pyramethimine tablets; chlorex or equivalent dichlor-diethyl ether; miscellaneous industrial chemicals; raw rubber and tin (from the stockpile).

N.Y. engineers study road, bridge projects in Africa

The New York consulting engineer firm of E. Lionel Pavlo has won a $168,000 AID contract for feasibility studies and cost estimates of a proposed bridge and road project in the West African nation of Niger.

The survey will include a proposed bridge across the Niger River at the capital city of Niamey and possible improvement of segments of a road from La-Morde via Gotheye and Tera to Dori in neighboring Upper Volta.

The engineering study represents part of the technical assistance program administered by AID in developing lands, utilizing contract services of established American professional, industrial, and educational organizations.

French trader indefinitely denied U.S. export rights

Unavailable to explain role in illegal shipments to Bloc

Yvon LeCoq, an international trader of Lens, France, has been barred indefinitely from participating in all U.S. export transactions by the Commerce Department's Bureau of International Commerce.

The Bureau said it believed that Le Coq, in association with Louis Vanderveken of Antwerp, Belgium, purchased U.S. machinery for illegal delivery to Soviet bloc destinations instead of selling the equipment in Belgium, which was the licensed destination. Vanderveken and all of his firms were indefinitely barred from dealing in U.S. exports by an order issued October 9, 1962.

Numerous attempts to contact LeCoq to question him as to his participation in the illegal shipment have been unsuccessful because of his continued unavailability at all his known addresses. The Bureau decided to issue the indefinite denial order to assure the security of U.S. exports in view of the non-cooperativeness and unavailability of LeCoq. LeCoq may request release from the provisions of the order by providing the Bureau with the information it has been seeking from him.

The order prohibits LeCoq, his agents and employees, from ordering, receiving, disposing of, or financing any U.S. commodities, or otherwise participating directly or indirectly in transactions involving U.S. exports.

Philippine tariff increases imposed on about 30 items, including key U.S. exports

Action does not affect duty preferences for U.S. goods under revised trade pact scheduled to expire in 1974

Some 30 commodities — including many of importance to U.S. exporters— are now subject to increased Philippine tariff rates (effective February 25) under an executive order signed by Philippine President Macapagal.

This is the third time in less than 13 months that Mr. Macapagal has acted to raise tariffs on behalf of Philippine industries. Some increases represent adjustments of the January 1962 licensing and exchange decontrol program. The executive order provides that "any unwarranted increase in the prices of local products . . . may be sufficient ground for the revocation of such tariff changes."

Preference

U.S. goods continue to enjoy a 25% duty preference through 1964 and a 10% preference from 1965 through 1973 under the Revised U.S.-Philippine Trade Agreement expiring in 1974.

Among the new increases are: butter, 70% ad valorem; animal glue, 30%; writing blocks, envelopes, letter cards and other stationery products, 65%; iron or steel iron rods for manufacture into welding electrodes, 40%; uncoated iron or steel wire, 75%; nailwire, 75%; railroad track spikes, 75%; tablewear, 50%; absorption-type household refrigerators, 80%; certain categories of weighing machinery, 30%; rooter, ripper and bucket teeth for earth excavating, leveling and extracting machinery, 25%; certain types of induction squirrel-cage-type motors, 20%; electric floor polishers, 40%; and children's tricycles, 80%.

Cuts

The tariff on soybeans was decreased to 25 pesos ($6.41) per 100 kilograms; on oat groats, to 15 pesos ($3.85) per 100 kg.; on pyrethum, to 20% ad valorem; and on filament tow yarn, to 15% ad valorem.

Details are available at all Commerce Department field offices and at the Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

France to require belt fittings on all cars in 1964

'Must' for front-passenger seat, optional for driver and others

Front-seat-belt fittings (passenger seat) will be required on all cars sold in France after Jan. 1, 1964 the U.S. Embassy in Paris reports.

Fittings for the driver's seat and for rear seats will be optional. The fittings will consist of rings anchored to the floor to receive the seat belt ends.

Factory-installed anchors may well stimulate seat-belt sales, since installation will be much easier.

Standards

The Ministry has also decreed that from Apr. 1, 1963 seat-belts sold for use in France must conform to a type approved on the advice of the Permanent Commission for the Approval of Automotive Equipment. Trials of proposed belts will be conducted by the Commission.

Models must be accompanied by descriptive designs. Foreign-produced belts can be submitted for approval only by the accredited French representative of the foreign manufacturer.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Iran halts importation of cigarettes, cigars

Importation and local consumption of foreign cigarettes are now banned in Iran. The ban became effective January 19 following a December 30 Government announcement that the Tobacco Monopoly Organization had stopped selling imported cigarettes.

Merchants were required to surrender their stocks of foreign cigarettes in exchange for Iranian brands by the time the action took effect.

Recorded imports of foreign cigarettes and cigars in the year ending Mar. 20, 1962 were valued at $200,844, of which $130,512 came from the United States.

'Gourmet powder' duty increased by Thailand

Word has been received that Thailand on November 27 raised the duty on "gourmet powder"—glutamic acid—from 27.5% ad valorem or 15 baht (about 71½¢) per kilogram to 44% or 33 baht ($1.57), whichever is higher.

The move is part of the Government's program of encouraging more use of Thailand's raw materials by domestic industry.

Earlier Thai tariff changes were reported in INTERNATIONAL COMMERCE, Nov. 26, 1962, p. 42.

SPAIN: TRACTOR QUOTAS

Spain has ended the import liberalization of tractors, both wheeled and tracklaying, the U.S. Embassy in Madrid reports. A decree effective January 21 required tractor imports to be included in global quota trade. The quota amount has not been announced.

Congo monetary unity is restored at 1-for-1 ratio of Katangan to Congo francs, no quantity limit

Progressive withdrawal slated for Katangan National Bank's bills; shift proceeding smoothly as confidence of people is maintained

Monetary conversion in the Congo Republic (Leopoldville) took effect on February 5 at a rate of 1 Katangan franc for 1 Congo franc, the U.S. Consulate in Elisabethville reports. The action followed a January 9 Presidential Order (No. 3) re-establishing monetary unity throughout the Republic.

No quantitative limit is imposed on the exchange. From February 5, all obligations must be shown in Congo francs. Thus all the checks and orders for payment (letters of exchange, transfers, payments, etc.) will carry the designation "Congo francs (F.C.)."

Change-over

Bank bills issued by the "National Bank of Katanga" will be withdrawn progressively as received at banks, post offices, and Government offices.

Bills of the type used by the Monetary Council (the UN-supervised agency functioning as the Congo's interim National Bank) began circulating February 5 in Katanga, having legal standing and unlimited validity throughout the territory of the Congo Republic. Katangan bills will continue to circulate and will have validity only in South Katanga until their definite withdrawal from circulation. The date of this withdrawal has not been set.

Monetary conversion is proceeding in an orderly manner. Confidence appears to be widespread and the population is calm.

Chile Central Bank cites commercial invoice rules

Exporters to Chile must furnish commercial invoices in duplicate showing quantity and description of shipped merchandise and terms of delivery with the following values: gross value; discounts; expenses of inland freight, shipping, and other charges; total freight-on-board value; purchasing agents' or representatives' commission(s); freight; insurance; and total cost, insurance and freight value.

Central Bank Circular No. 2163 (January 23) states that all shipments still require Agency for International Development Form 10-160 (8-62) *Transaction Summary* (INTERNATIONAL COMMERCE, Oct. 29, 1962, p. 17). Holders of the World Trade Information Service publication, *Preparing Shipments to Chile*, Part 2, No. 59-62, should note these changes.

Argentina cites new rules for imports paperwork

Argentina's latest instructions for legal documentation of imported goods cover the procedure in detail.

A fee of 1½% of the total value on the invoice must be paid for legalization services by an Argentine consulate (International Commerce, January 28, p. 2).

One original and 3 copies of the invoice must be submitted to the consulate. The invoice must be signed before a local notary public and be certified by the county clerk. The consular fee must be deposited in a bank and in an account both of which are to be designated by the consulate. The deposit slip in duplicate must be submitted with the invoice to obtain consular certification.

The only exception applies to parcel post shipments valued under $5 and addressed to individuals. Such shipments do not require consular legalization.

Other regulations applicable to the commercial invoice are set forth in *Preparing Shipments to Argentina*, World Trade Information Service, Part 2, No. 60-25, June 1960.

Changes made in Bonn's federal vacation system

West Germany's recently passed "Federal Vacation Bill" provides a minimum vacation-period of 15 working days for each worker and salaried employee. The previous minimum had been 12 days. Persons over 35 will be entitled to 18 working days.

These changes should be noted on page 12 of the World Trade Information Service bulletin, *Establishing a Business in the Federal Republic of Germany and West Berlin*, Part 1, No. 62-6.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

GREECE—State Purchases Directorate B' of Ministry of Commerce, Athens, awards $380,000 contract to two American and one local firm for **fire-fighting vehicles and equipment.** International Harvester Export Co., 180 New Michigan Ave., Chicago, to furnish vehicle chassis; Overseas Equipment Corporation, 350 Fifth Av., New York, to provide necessary equipment made by La France Export Corporation, 99 E. La France St., Elmira, N.Y.

Public Power Corporation (PPC), Athens, awards contract valued at about $977,000 to Franco Tosi of Legnano, Italy, for installation of equipment (excluding spare parts) at **steam electric plant** in Heraclion, Crete.

HONG KONG—List of **successful bidders** for various tenders of Hong Kong Government available in Commodity Export Promotion Section, Business and Defense Services Administration, Department of Commerce, Room 4317, Washington 25, D.C.

ITALY: '63 QUOTAS

Italy has opened 1963 quotas (20% higher than in 1962) for: (1) raisins, for direct consumption, in packages of more than 500 grams but not more than 15 kilograms ($140,000) and soybean oil ($650,000)—both quotas open to the United States and certain other American, African, and Asian countries; (2) tetraethyl lead and anti-knock compounds based on tetraethyl lead (170 metric tons)—open to the United States and the United Kingdom only, according to the U.S. Embassy in Rome.

Tunisia cuts many items from free list, adds others

Quantity curbs don't apply to foreign-aid program imports

Tunisia's liberalized list of imports has been modified, the U.S. Embassy in Tunis reports.

Quantitative limitations were placed on many commodities, resulting in their deletion from the list. The most important of these are: lumber; iron and steel products; air-conditioning equipment; tractors; electrical controls (e.g., thermostats); and some aluminum plates, sheets, and strips.

Quantitative limitations will not apply to goods imported under foreign-assistance programs.

A few products, added to the liberalized list, were thereby freed from quantitative restrictions: (Brussels nomenclature) nonelectric central heating apparatus, 73.37; household articles and sanitary ware, 73.38; steel wool sponges, cloths, gloves, and similar articles for scouring, polishing, and similar uses, 73.39; and electric heating appliances including water heaters, bath heaters, house-heating apparatus, barbers' driers, curlers, electric irons and resistances, 85.12.

The liberalized list was promulgated in the *Official Journal*, No. 60, Nov. 30-Dec. 4, 1962.

Mexico revises categories for liquor bottling tax

Word has been received of revisions effective Jan. 1, 1963 in the fiscal categories of Mexico's Bottling Tax on Alcoholic Beverages, established Jan. 1, 1961. This tax applies to all alcoholic beverages, being collected on imports at customs clearance from the importer or bottler through application of fiscal stamps to the containers.

Changes reported in *Diario Oficial* include a new fiscal category covering concentrates over 55% alcoholic strength, when elaborated in Mexico, utilizing in whole or part imported primary materials, for products such as brandies, grape-derived spirits, whiskies, vodkas, gins, and champagnes. Products in the new category are subject to a fiscal stamp tax lower than the one they were previously subject to when included with imported products of the same nature.

A memorandum outlining the new fiscal categories and the stamp tax may be secured from the Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Dahomey lifts special cigarette marking rule

Marking of cigarettes and matches for sale in Dahomey with the words "Vente au Dahomey" is no longer required, according to a recent Council of Ministers decree reported by the U.S. Embassy in Cotonou.

The special marking requirements were established originally in an effort to combat smuggling from neighboring states. Subsequent reductions in tariffs on these products, however, have resulted in a significant slackening of contraband traffic, rendering the marking unnecessary.

EEC LEVIES: PORK

The European Economic Community has set May 1, 1963 as the effective date for applying the levy system under the Common Agricultural Policy on pork products such as lard, fatback, and variety and canned meats. Levies have been effective for live hogs and pork carcasses since July 30, 1962.

Hong Kong extends rent legislation, plans new action

Line-holding measure may be supplemented by another law

All income groups in Hong Kong are affected by the recent extension through June 30, 1963 of rent-pause legislation which had been due to expire in 1962. The move protects tenants of domestic and business premises from rent increases.

In addition, the Government plans to introduce legislation early this year governing residential rents until 1967. The proposed law, limiting residential rent increases to 10% every 2 years, would not affect business premises or existing rent controls on pre-war construction.

Shortage

Although such a law would fall short of actually controlling rents, it would be welcomed by tenants who find themselves in an increasingly precarious position under the current tense conditions of Hong Kong's housing shortage.

The Government wishes, however, to avoid adoption of too-strict control measures which might discourage private investment in residential housing.

Mexico extends automobile use tax

Mexico's special tax on possession and use of private automobiles, established in the 1962 Federal Revenue Law (FOREIGN COMMERCE WEEKLY, February 26, 1962, p. 363) has been continued by a separate Congressional Law effective January 1, 1963.

According to *Diario Oficial*, the tax is assessed on the model and value of the automobile, under the following annual tax rate, shown in pesos:

Model	Classifications A	B	C	Annual tax
1961–1963	250	300	500	—
1955–1960	—	—	—	200
1944–1954	—	—	—	150

A list of automobiles falling within classification A (official ceiling price to the public of up to 28,000 pesos—about $2,240), and classification B (ceiling price of 28,001 to 40,000 pesos) will be published yearly by the Ministry of Industry and Commerce. All automobiles not specifically listed will be classified in group C (40,001 pesos or more). The tax is payable at Federal Fiscal Offices.

Exempted are automobiles 12 or more years of age, those temporarily imported, buses and trucks, diplomatic and consular vehicles, those belonging to immigrants, and ambulances belonging to municipal agencies or private welfare agencies.

NEW PROJECTS ANNOUNCED

Indian businessmen need capital, machinery, skills for hotel, six manufacturing plants

Plan to make nylon fiber and yarn, steel items, automotive parts, hand tools, farm implements; expand food processing

Seven investment projects are proposed by Bombay businessmen.

These include establishment of a hotel and expansion of food-canning operations to the manufacture of fiber and yarn (2), auto parts, iron castings and steel forgings and galvanized and annealed steel wire.

Nylon fiber, yarn plant. U.S. financial and technical collaboration are sought to establish and operate a plant to manufacture nylon fiber and yarn. The interested firm, Arthur Import-Export Co. of Bombay, is said to have Government-of-India approval for the project.

A new firm is proposed which would operate under the name of Bombay Nylon Spinners, Ltd.

The plant, to be located either in Bombay or in Chandigarh (East Punjab) is expected to have a daily production capacity of 4,300 pounds (1,920 kg.) of light denier yarn and 2,200 pounds (1,000 kg.) of fiber yarn.

Total investment required for the project is estimated at $6.3 million. About 50% of this amount would be needed to purchase necessary machinery for the project.

The U.S. investor is asked to provide either the entire cost of machinery or part of the machinery cost with assistance in arranging credits for the remainder. In exchange for the investment sought, the American investor is offered management participation and a share of the equity capital.

India has no domestic production of nylon nor of any other non-cellulosic fiber, the firm says. Arthur Import-Export Co. initially plans to import the caprolactam needed for nylon manufacture. Later it plans to make this product locally.

Write to Arthur Import-Export Co., 166 Dadabhai Naoroji Rd., Bombay 1, India.

Die-forged items, garage tools. An Indian importer and dealer in electrical equipment and accessories for automotive vehicles proposes a new concern to manufacture die-forged crankshafts, connecting rods, garage tools and other items needed by the automotive or other industries, as well as railroads.

The firm solicits financial and technical collaboration from American concerns on mutually agreeable terms. An application has been submitted to the Government of India for grant of an industrial license to manufacture die-forged items at a rate of 3,000 tons yearly and certain garage tools at a rate of 500 tons.

About two-thirds of the capital will be raised by the firm and other businessmen supporting the project, the remaining one-third to be provided by equipment and technical know-how.

Arrangements are reported to have been made to acquire a 20-acre plot of ground on which to build the manufacturing plant.

Direct inquiry can be made to Nitin Engineering & Mfg. Co., 21 Ropewalk St., Forbes St., Fort, Bombay 1, India.

Nylon yarn, caprolactam plant. Financial and technical collaboration are being sought by an Indian textile importing and exporting firm and operator of woolen mills to manufacture nylon yarn as well as caprolactam.

The firm proposes to install a plant capable of producing 5.5 tons of nylon yarn and 11 tons of caprolactam a day. No license has been granted but reportedly will be issued should the firm be successful in obtaining American collaboration.

Correspondence is sought with U.S. firms which would provide the cost of the machinery needed and supply the technical knowledge. In exchange the U.S. investor will be offered management participation and a share in the equity capital.

Write to Shivprakash Janakraj & Co., Sadhana Rayon House, Dr. Dadabhoy Naoroji Rd., Bombay 1, India.

Iron castings, steel forgings. A joint venture for the manufacture of iron castings and steel forgings for use in the automotive industry and for hand tools and agricultural implements is proposed by Nathani Steel Yard.

The Indian firm now operates a steel-scrap processing yard and baling and briquetting presses and exports scrap. It is said to have received a license from the Government of India to manufacture 59 tons (97,500 kg.) of iron castings and 28 tons (25,000 kg.) of steel forgings a month. The firm envisages the total financial outlay for the project to be about $600,000, of which about half will be needed to purchase manufacturing equipment and technical know-how. In addition to a minority share, up to 49%, in the equity capital of the new firm, the foreign participant will be paid a royalty if use of any patented processes is involved.

Write Nathani Steel Yard, Scrap House, Quay St., Darukhana, Bombay 10, India.

Food processing. A manufacturer of canned and bottled provisions in India is seeking American financial and technical collaboration to expand production.

The company owns its plant which has a daily production of 5 tons of canned and bottled vegetables, meat, fish, pickles, fruits and beverages. An investment of $150,000 to $200,000 in the form of modern machinery is sought in return for which the U.S. investor is offered management and equity participation.

Write R. N. Rustomji & Co., Shree Niwas House, Outram Rd., Bombay 1.

Steel wire. U.S. collaboration, in the form of equipment and technical know-how, to manufacture annealed and galvanized steel wire of different gages in India is sought by an established importer and dealer in iron and steel products and hardware. Government-of-India approval has been obtained for the project.

The U.S. investor is offered a 50% share in the equity capital of the enterprise or, as an alternative, preferred stock with a guaranteed return on investment.

The proposed wire plant is expected to have an annual capacity of 5,000 long tons.

The firm says it has bought a 6-acre plot in the suburb of Bombay and a 30,000-square-foot factory structure there is nearing completion. Electric power, water and transport facilities are available and manufacturing raw materials are expected to be made available by the Government from newly commissioned steel mills.

There is a large demand for all types of wire and wire products, the firm reports. Tejpauls Pvt., Ltd., 225-7 Argyle Rd., Carnac Bunder, Bombay.

Calcutta hotel. Ritz Pvt., Ltd., of Bombay, seeks U.S. financial and managerial collaboration to establish a hotel with up-to-date facilities in Calcutta.

The firm operates residential hotels in Bombay, Hyderabad and Coonoor, and has arranged with the Life Insurance Corp. of India to lease an air-conditioned building in Calcutta for a period of 25 years with option to renew. The building has 112 double rooms and 56 suites with a total bed capacity of 340.

It is proposed to promote a limited-liability company to finance operation of the hotel with a paid-in capitalization of $420,000. Ritz is willing to offer equity-capital participation up to 49% to the prospective U.S. collaborator, subject to the approval of the Government of India. The American firm will be required to provide trained managerial and supervisory staff.

Ritz also is negotiating with the Governments of Mysore and Bihar to establish modern hotels in Bangalore and Patna. Should these negotiations prove successful, it will look to the American collaborator for assistance in operating the hotels.

Write to Ritz Pvt., Ltd., 199 Churchgate Reclamation, Bombay 1, India.

Cambodian businessmen want to make batteries

Two Cambodian businessmen are seeking a U.S. license and financial collaboration to manufacture dry-cell batteries in Phnom Penh.

Initial plans call for a monthly production of 360,000 large and 840,000 small dry-cell batteries.

U.S. capital amounting to $400,000 is required. Reportedly, a net operating profit of 30% can be expected after 2 years' operation.

For details write: Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Thai exporter seeks help for parquet floor plant

U.S. financial and technical collaboration are being sought by one of Thailand's principal exporters of teak scrap for a new plant to produce parquet flooring. The U.S. investor would be required to make capital available in the amount of $100,000 which reportedly will be returned with interest in 3 years and before any division of profits.

A joint venture is planned with the U.S. investor sharing equally in any profits.

Although it is planned to equip the plant with German mosaic parquetry machines, there would be no objection to installing U.S. equipment if the U.S. investor were so inclined.

Write: Office of International Investment, Code 3-2426-2, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

RECORD CAMPHOR EXPORTS

Taiwan's export of camphor broke a 10-year record in 1962. Total exports for the whole year reached about $420,000, or 40% above the 1961 level. Local producers plan to increase annual production of camphor oil by about one-third, to a total of 1,000 metric tons.

BRAZIL-TAIWAN TRADE PACT

The Republic of China (Taiwan) and Brazil signed a trade agreement on December 28 which is expected to pave the way for expanded trade between the 2 countries. Taiwan purchased about $475,000 worth of goods from Brazil in 1961, consisting of cotton, soybeans and rice. Taiwan hopes to sell plastic wares and wire to Brazil.

Capital, licenses asked for projects by 4 Argentines

Latex products, farm storage buildings, axles, electronic components are pinpointed

Four Argentine firms seek licenses and venture capital for agricultural equipment, automotive axles, electronic components and molded latex products.

- A manufacturer of hydraulic presses, gas stoves, silos and tanks for manufactured gases seeks a U.S. license to augment its current line of agricultural storage buildings and equipment.

The firm specifically desires a licensing arrangement to produce silos, grain-loading conveyors, dryers and related agricultural implements.

Write to Talleres Adabor, S.A., Zeballos 1059, Bernal, Argentina.

- A manufacturer of auto and truck replacement axles seeks a U.S. partner who can provide capital and licensing rights for the manufacture of U.S.-designed auto and truck axles for the replacement trade.

Write to Metalurgica Berry S.A.I.C., Cereti 2690, Buenos Aires.

- A manufacturer of capacitors and related electronic components wishes to obtain a license and capital to manufacture, on a joint-venture basis, electrolytic capacitors, resistors and other electronic components.

This medium-size firm, which produces 250,000 capacitors monthly, also wants to obtain the sales representation in Argentina for an electronic-control instrument made in the U.S.

Write to Sicela, S.A.I.C.I., Centenera 2285-7, Buenos Aires.

- A manufacturer of latex rubber articles seeks U.S. capital to expand and modernize its operations.

The firm is particularly interested in having its future U.S. partner defray the cost of imported machinery commonly used to make molded latex products.

Write to H. Mosna, Estomba 964-66, Buenos Aires.

FROM GAS MASKS TO TRAILERS

9 Swedish firms seek, offer products

Display stands, table cloths, concrete retarders, utensils, metal sheets, paints & varnishes, light engineering products

Nine Swedish firms either offer or seek manufacturing licenses in varied fields.

U.S. firms are offered licenses to produce civilian gas masks, table cloths and store display stands. American manufacturers interested in any of these products may obtain the name and address of the specific firm by writing to the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C., and including the appropriate code number following each opportunity described below.

Still other firms want to make concrete retarders, metal sheets, light engineering products (2), household utensils, paints and varnishes and trailers. Additional information may be obtained by writing to the addresses provided.

Licenses offered

- Manufacturer of gas masks for civilian use is interested in licensing a U.S. firm to make its masks. Code 1070.
- Textile firm seeks U.S. licensee to produce its printed cotton table cloths. Code 1071.
- Manufacturer of department store fittings wants to license an American manufacturer to produce its display stands. Code 1072.

Licenses sought

- License wanted to produce pressed metal sheets and straps. Ronnovist & Sooner AB, Box 112, Vingaker.
- Firm seeks license to produce U.S. paints and varnishes. Tranemo Fargfabrik AB, Tranemo.
- Company wants license to produce retarders used in concrete. AB Interpares, Orebro.
- License sought for production of minor engineering products for industry. Personers Mek, Verkstads AB, Ystad.
- Seeks license to make household utensils and equipment as well as light, industrial engineering products. AB Ystad-Metall, Ystad.
- Another firm is interested in being licensed to manufacture trailers. AB Miami, Box 59, Tullinge.

European firms want to manufacture new industrial, consumer products; look to U.S. for licenses, capital

Seek chemical or metal products; electrical, transportation, industrial, heating & cooling equipment; candy & chewing gum

Some 18 firms, in Belgium, France, Germany, Italy and Spain seek licenses, joint ventures and capital to manufacture varied U.S. products.

These companies are interested in associating with U.S. firms to make candy and chewing gum; chemicals and chemical products; various electrical equipment, including household appliances; fabricated metal products; heating and cooling equipment; industrial machinery and transportation equipment and parts.

Some of the European manufacturers are also interested in obtaining U.S. capital and offer management participation in return.

Candy, chewing gum

Spain. Manufacturer of candy and related products seeks a license to make licorice and chewing gum. Industrias Pareja, S.A., Eugenio d'Ors 66, Elche (Alicante).

Chemicals, chemical products

Germany. Firm engaged in distilling and refining crude sulfate turpentine and other products such as benzol and regenerates used in solvents, seeks U.S. partner so as to expand facilities, make new products. Commentz & Co., 122 Billbrookdeich, Hamburg-Billstedt.

License sought for production of industrial chemicals, such as metal-surface finishing, anticorrosion and rope-maintenance compounds, as well as mold wash. W. F. van Laar K.G., 6 Dechenstrasse, Ratingen 402.

Italy. Manufacturer of cereals, seeds and feedstuffs seeks license and possibly joint venture to manufacture pure pharmaceuticals ethical drugs, fertilizers and pharmaceuticals for veterinary use. Bartolucci, Attivita' Industriali, Via Firenze 95/98, Bastia (Perugia).

Electrical equipment

France. License sought for technically advanced welding equipment by manufacturer of arc-welding equipment, static transformers and high-frequency rotary groups. Manufacture Francaise de Soudure, 112 rue de la Gare, Busigny (Nord).

Manufacturer of measuring equipment and wholesaler of electrical fittings and equipment seeks license and possibly eventual capital participation for production of electrical fittings or apparatus. Ets. Camus, 10 rue du Marechal Leclerc, Ronchin-lez-Lille (Nord).

License sought for production of small household appliances by refrigerator distributor. Artifrigo, 126 ave. Henri Barbusse, Colombes (Seine).

Firm engaged in production of sound equipment seeks license and possibly financial agreement to manufacture electromagnetic products. Avertisseurs Soc. d'Appareils Nouveaux et d'Outillages Rationnels, 86 rue J.P Timbaud, Courbevoie (Seine).

Germany. Domestic washing machine manufacturer seeks joint venture to produce U.S. washing machines equipped with special hot-water boilers. Firm reports that in most cases only machines equipped with boilers can be used by European housewives. Record-Winkelstraeter GmbH, 1-3 Nordstrasse, 583 Schwelm/W.

Fabricated metal products

Belgium. Sheetmetal firm engaged in cutting, stamping, drawing, welding, assembling and painting seeks license for production of material-handling equipment and shelves using sheetmetal. S. A. Remytole, Haine-St. Pierre.

Germany. Manufacturer of screws, bolts and nuts seeks joint venture or partnership and exchange of technical know-how with U.S. manufacturer of similar products. Dr. Mueller, 9-11 Prentzelstrasse, Hagen/Westfalen.

Heating, cooling equipment

France. License sought for production of hot air heating, ventilating and air-conditioning equipment by manufacturer of laboratory, heating and air-conditioning equipment. Etab. Quaintard & Cie, 67 rue de la Croix-Nivert, Paris 15.

Industrial equipment

France. Manufacturer of turbo-alternators, machinery and equipment for sugar mills and refineries, motors and general mechanical items, seeks license to make precision and high precision devices, as well as mechanical and electromechanical items. Maison Breguet, S.A., 15 Ave. d'Eylau, Paris 16°.

Cutting tool manufacturer seeks license and possible capital participation for production of cutting tools, machine tool accessories and electric arc-welding equipment. Univacier, 44 bis Ave. Jean Jaures, Pantin (Seine).

Firm manufacturing electronic computers and industrial TV equipment seeks licensing rights and capital participation for production of equipment relating to digital techniques and electronic computers. Soc. d'Exploitation et de Recherches Electroniques, 26 rue de Londres, Paris 8.

Germany. Manufacturer of hot forging equipment, electrical upsetting machines, and similar machinery as well as mining equipment and hauling machinery seeks licenses to make related products. Maschinenfabrik Hasenclever Aktiengesellschaft, 5529 Postfach, Duesseldorf 4.

Transportation equipment

France. Aircraft equipment manufacturer seeks licensing arrangements and possible capital participation for production of aircraft equipment, accessories and supplies. Soc. Siren 13, rue Saint-Honoré, Versailles (Seine et Oise).

Germany. Manufacturer of pressed, drawn and punched parts for use in radio, automotive and electrical industries seeks license to make automotive accessories, ornaments and household goods. H. W. Schmidt GmbH, Schliessfach 74, 473 Ahlen/Westfalen.

Machinery, paint, equipment firms seek new products

French manufacturers look to U.S. for venture, license arrangements

A number of license and joint-venture arrangements are sought in France.

The firms concerned want to manufacture such products as household appliances and heating and air-conditioning equipment, agricultural tractor attachments, electrical equipment, paints and varnishes.

❶ A manufacturer of laundry machines, central heating radiators, boilers and furnaces seeks to increase and diversify its present production. It is interested in a license or joint-venture arrangement with U.S. firms.

Write Compagnie Esswein, S.A., 1 bis Blvd. des Etats-Unis, La Roche-sur-Yon (Vendee).

❷ Manufacturer seeks license to produce agricultural tractor attachments, gear boxes and differentials for cultivators and mowers.

It offers a license for the U.S. production of its power cultivators.

Write Bouyer, S.A., Tomblaine (M.&M.), France.

❸ A manufacturer of rotary machinery including small electric motors, frequency changer sets, reduction-gear motors, and radar-power converters seeks agreements with U.S. manufacturers of related electrical equipment.

It is interested in licensing arrangement, joint venture or capital participation.

Write Soc. Anonyme de Constructions Electro-Mecaniques L.B.M., Usine de Malemort, Brive-la-Gaillarde (Correze), France.

❹ A manufacturer of industrial paints and varnishes seeks a joint venture with a large U.S. manufacturer of related products.

For further information write to Laboratories R.E.X. (S.A.), 1 Rue Pedroni, Bordeaux (Gironde).

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Bids sought in Guatemala for construction of dam

Bids have been invited by the Instituto Nacional de Electrificación—INDE for construction of a concrete steel reinforced dam at Los Esclavos River, Cuilapa, Department of Santa Rosa (Los Esclavos Hydroelectric Project.)

The work will include the construction of side and protective retaining walls and allied works. Bid deadline is 9 a.m., March 6.

The INDE is located at Edificio "Lubia," 4a. Calle 5-10, Zona 1, Guatemala City, Guatemala.

Only offers from firms with sufficient financial backing and experience in similar work projects will be considered. Such companies have to be represented by a roster member of the Engineering College. Work on this project should be completed by April 30, 1964.

Copies of bid announcements, in Spanish, may be examined at the Building Materials & Construction Industries Division, BDSA, Room 4002, Department of Commerce, Washington 25, D.C.

Government of Iraq requests laboratory tools, equipment

The Republic of Iraq is inviting tenders for 68 types of soil testing instruments and accessory items for the laboratory at Ali Al-Gharbi. These include, but are not limited to, the following:

Autographic magnification recorders for universal testing machines, sub-soil centerfuge, apparatus for testing amount of water in petroleum products, bitumen crucible, Ph meters, laboratory flasks and glassware, vibrating table, chemical reagents, and various laboratory furnaces.

Tender number is 9/E/1962 and bid deadline is March 9. Bids are to be submitted to the Directorate General of Roads and Bridges, Ministry of Communications, Baghdad, Iraq.

Specifications and contract forms are available in Arabic only from the Ministry of Communications for 2 Iraqi dinars ($5.60) per copy, plus $0.70 to cover airmailing charges.

A copy of the tender and specifications with English translations is available for review only to U.S. firms located in the U.S. at the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WOrth 7-2312.)

West Pakistan water agency asks bids for transformers

The West Pakistan Water & Power Development Authority (WAPDA) has issued an advance notice of intent to invite bids for transformers to be installed at the Mangla Dam Power House Site. Applicants are to be placed on the list of approved tenderers.

Tender documents are expected to be issued in July for Contract 6 covering the design, manufacture, delivery and supervision of installation of the following equipment:

Two 138 mv.-a. generator transformers, 12.5/132 kv.; one 138 mv.-a. generator transformer, 12.5/222 kv.; one 138 mv.-a. interconnector auto-transformer, 132/220 kv.; two 5 mv.-a. station transformers, 132/11 kv.; 11 distribution transformers, 11 kv./400 v.; 1 set of oil purification equipment; 1 rail transporter chassis and 1 road vehicle and 1 set of fire protection equipment for the generator transformers.

Applications containing the manufacturer's resources and experience should be addressed to the Mechanical and Electrical Consultants: Messrs. Preece, Cardew & Rider, 8, 10 & 12 Queen Anne's Gate, Westminster, London, S.W.I. Bid deadline is March 12.

East Pakistan Railway Board invites bids for equipment

The East Pakistan Railway Board requests bids for various types of plant and machinery including the following:

Transmitter/receivers and equipment, telephone equipment, centrifugal pumps, air compressors, welding sets, track recorder, rail current machines, wheel lathes, grinding and quartering machines, 12,000 lb. per hour water tube type boilers, and water softening equipment.

Specifications may be seen at the Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y., or purchased from the Office of the Secretary (P&D), Railway Building, Chittagong Pakistan, for $21 per set. Bid deadline is March 14.

One copy of specifications is available for review only at the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C.

Superphosphate fertilizer plant asked by Australians

A group of Australians headed by W. A. Beattie, an agricultural and pastoral consultant, wishes to correspond with U.S. firms interested in erecting a superphosphate fertilizer plant.

Present plans call for the alternate manufacture of 100,000 and 200,000 tons of normal superphosphate (22%) annually and the appropriate quantity of sulphuric acid. The plant is to be complete with granulator and all required equipment.

U.S. companies may write Mr. Beattie at Cass Ave., Croyden, Melbourne.

Garbage disposal plant bids requested in Chile

The Municipalidad de Nunoa, Plaza Nunoa, Santiago, Chile, has requested public bids for the supply and installation of machinery and allied equipment for a garbage disposal plant.

This disposal plant is to have a capacity of 400 cubic meters of garbage each 8 hours and 24 hour continuous operation; it also is to permit partial operation of the plant. Bid deadline is May 10.

Tender documents and specifications, in Spanish, may be examined at the Building Materials & Construction Industries Division, BDSA-306, Room 4002, Department of Commerce, Washington 25, D.C.

Barbados general merchant seeks purchasing agent

A general merchant in Bridgetown is seeking an agent in the U.S. to purchase merchandise on a cash basis to stock a 5 and 10 variety store.

Interested agents may write to A. Rollock & Co. (5 & 10 Model Store) Ltd., Tudor St., Bridgetown. A WTDR dated Jan. 11, 1963, is available on this company.

Indian Railway Board asks bridge girder span bids

The Railway Board, Ministry of Railways, Government of India, has issued a global tender (Track-4, of 1963), for the supply of bridge girder spans. The Government proposes to import 42 spans weighing about 3,192 long tons.

Interested U.S. firms can obtain a copy of the tender documents incorporating specifications and drawings, instructions to tenderers and general and special conditions of contract from the Director, Indian Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., for approximately $12 (60 rupees).

Bids should reach the President of India through R. M. Sambamoorthi, Joint Director, Track, Railway Board, Ministry of Railways, Rail Bhavan, Raisina Rd., New Delhi, not later than 12 noon on March 4. Tender documents may be examined at the Building Materials & Construction Industries Division, BDSA, Rm. 4002, Department of Commerce, Washington 25, D.C.

Dry goods and clothing sought by Barbados firm

Mr. Wilson of N.E. Wilson & Co., 31 Swan St., Bridgetown, wishes to contact brokers of dry goods and women's ready-made clothing. He believes that Barbados consumers demand great variety, even though volume for each style is small, and is seeking odd dry goods lots and collections of dress samples. Mr. Wilson travels to the U.S. every summer and would like to discuss his business with brokers at that time. A WTDR on this company is in preparation.

Lagos teaching hospital asks drugs, instruments, supplies

The Lagos University Teaching Hospital, one of Nigeria's leading hospitals, desires to establish a prospective bidders' list of U.S. companies interested in submitting quotations from time to time on drugs, laboratory equipment, chemical, surgical instruments and other hospital supplies.

Interested companies should write A. H. Embray, Supply Officer, Lagos University Teaching Hospital, P. M. B., 12003, Lagos, Nigeria, requesting that their name be placed on the bidder's list.

Chile seeks bids for crane, fork lift, pump, compressor

The Ferrocarriles del Estado (Chilean State Railways), Departamento de Materiales y Almacenes, Santiago, will receive bids until March 21 for the following material:

Crane, 1, automotive, boom 2 to 6 meters, capacity 6 or 8 tons, diesel; fork lift, 1, capacity 2,000 kgs., height of lift 3 meters, 50 hp. gasoline motor; pump, 120 liters per sec., 7 meters suction height, 9" intake, 8" discharge, 35 hp. electric motor, 1,460 r.p.m.; rotary compressor, 600 c.f.m., discharge pressure of 100 liters per square inch (7 atmospheres), electric motor.

A copy of the specifications, in Spanish, are available on short term loan from the General Industrial Equipment & Components Division, Room 4022, Department of Commerce, Washington 25, D.C. (WO 7-5589).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD **indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

019 Farm Products

FRANCE—Seeds and bulbs. L. Clause—S.A. pour la Culture des Graines d'Elite (manufacturer), Avenue Lucien Clause, Bretgny-sur-Orge (Seine & Oise). WTD 12/17/62.

GERMANY—Oil seed: copra. Gebr. Noggerath (importer, exporter, wholesaler), Neuer Wall 75, Hamburg 36. WTD 8/29/61.

149 Nonmetallic Minerals

TAIWAN—Nephrite rock (Wyoming jade) for processing of jade stone products. Wan Dah Trading Co., Ltd. (importer, manufacturer, exporter), 45 Ta Ma Rd., Shihlin, Taipei.

200 Food

JAMAICA—Grocery type consumer items; requests advertising, and point-of-sale display material. Exclusive distributorship with direct purchase. Antillean Import-Export Co., Ltd. (importing distributor), 103 Water Lane, Kingston. WTD 10/25/62.

Foodstuff, provisions and other items suitable for distribution to groceries and supermarkets. Direct purchase and agency. George Kong Kim & Co. (Succ.) (importer, wholesaler), 114 Barry St., Kingston. WTD 10/23/62.

SOUTH AFRICA—All types of rice; canned prawns or shrimps. A. M. Khan & Co. (importing distributor), 125 Prince Edward St., Durban. WTD 1/25/63.

203 Canning, Preserving Fruits, Vegetables

FRANCE—All types of fruit juices; requests replies in French. Pierre Guillaume (commercial agent), route de Sommeville. Moneteau (Yonne). WTD 7/24/61.

GERMANY—Soybeans. Hammer & Andersen (wholesaler, broker, sales agent), Alsterterrasse 11, Hamburg 36.

209 Miscellaneous Foods

GERMANY—Animal oils: bone oil, neat's-foot oil, tallow oil, tallow, wool fat; vegetable oils: castor oil, cocount oil, corn oil, poppy seed oil, beechnut oil, cotton seed oil, linseed oil, olive oil, palm oil, palm-kernel oil, groundnut (peanut) oil; rape and rapeseed oil, sesame oil, soybean oil, sunflower seed oil, tung oil. Carl Ullmann GmbH (importer, exporter, wholesaler), Bleichenbruecke 10, Hamburg 26. WTD 12/29/60.

Animal oils: neat's-foot oil, tallow oil, tallow; vegetable oils: castor oil, coconut oil, poppyseed oil, cottonseed oil, linseed oil, palm oil, palmkernel oil, groundnut (peanut) oil, rape and rapeseed oil, soybean oil, sunflower seed oil, tung oil. Gebr. Noggerath (importer, exporter, wholesaler), Neuer Wall 75, Hamburg 36. WTD 8/29/61.

Soybean oil, other vegetable oils, menhaden fish oil. Hammer & Andersen (wholesaler, broker, sales agent), Alsterterrasse 11, Hamburg 36.

221 Broad Woven Fabric, Cotton

ENGLAND—Cotton cloth for industrial uses, 40" wide, 90 square, 26/30s; requests samples and price quotations. Fennel (Textiles), Ltd. (importer, exporter, merchant), 3 Hilton Ave., Manchester 4. WTD 9/27/62.

240 Lumber, Wood Products

FRANCE—Lumber, all kinds; plywood and panels; requests replies in French. Direct purchase and agency. Ets. M. Guillier (dealer), 7/9 avenue Edouard Vaillant, Pantin (Seine).

Lumber; veneers, such as walnut, rose wood, teak, mahogany, sycamore, and others. Boisexim (manufacturer), 8-10 rue des Partants, Paris 20.

Softwoods, plywood, wallboard. Direct purchase and agency. Henri Laborier (agent), 7 rue du Bel Air, Meudon (Seine & Oise).

241 Logs

FRANCE—Logs for veneer: black walnut, birds eye maple, elm, and various burls. Société des Produits Forestiers (dealer), 67/67 bis rue de la Republique, Montreuil-s/Bois (Seine).

242 Sawmill, Planing Mill Products

FRANCE—Douglas fir and hemlock; requests replies in French. Boitel & Fils (dealer) rue Poincare, Gravelines (Nord).

Coniferous lumber; requests replies in French. Scierie du Jeu de Mail (importer, dealer), rue de l'Industrie, Petite-Synthe (Nord).

Spruce and Douglas fir lumber; requests replies in French. Société Pibot & Cie. (importer), 15 rue Jenner, Nantes (Loire Atlantique).

Coniferous woods; requests replies in French. Pierre Gage & Cie. (dealer), 88 Grande rue, Villemonble (Seine).

Lumber, all kinds; requests replies in French. Direct purchase and agency. S.A. A. Fruitier & Co. (importer, dealer), 13 blvd. Jules Ferry, Paris 11e.

Douglas fir; requests replies in French. Anciens Ets. Ch. Lambert (dealer), 54 rue St.-Antoine, Montreuil (Seine).

251 Mattresses

● **IRAQ**—Supply of 1,000 rubber sponge mattresses for Ministry of Health; 6'3" long, 2'6" wide, 4" thick, removable rubber waterproof cover with metal zip-fastener. Tender 3/63, bid deadline March 17. Deposit and samples of rubber sponge and covering required with bid submission. Delivery required within 4 months of contract award. Terms and specifications available for $6.30 from Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, or on loan from Consumer Durables Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-2923.)

253 Public Building Furniture

FRANCE—School furniture. Direct purchase and agency. La Soie (manufacturer), 155-157 rue Saint-Denis, Paris 2e. WTD 11/16/62.

260 Paper, Cardboard

FRANCE—Papers and cardboards for manufacture of school copy books, boxes, advertising and display articles, calendars, games, puzzles; requests replies in French.

Jean Vaugelade (manufacturer), 2-4-6 rue de l'Asile Popincourt, Paris 11e.

262 Paper

● **NEW ZEALAND** — Offset printing paper, 140 tons, substance 22½ x 35-54 lb. 500, in 34" wide reels; bank paper, 9,175 reams, substance 44/45 grams per sq. m., white and assorted colors in sizes 17 x 27, 23 x 36, and 27 x 34 in., 194,600 lb., white and assorted colors in reels 17 and 34½ in. wide; chart paper, 100% new cotton or linen fibre, white, 88 grams per sq. m., 420 reams in size 30 x 40 in., 200 reams, 35 x 45 in., and 110 reams 25½ x 42 in., 50% new cotton or linen fibre, 70 reams 27 x 34 in.; high wet strength map paper, 1,150 reams, white, 24 x 36—51 lbs./500; bond paper, 25 tons, white, 61 grs. per sq. m. in 17¼" wide reels, 5 tons, pink, 73 grs. per sq. m. in 17" wide reels.

Tender 127. Tenders close in New Zealand on March 12. Copies of tender and specifications available from Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

SOUTH AFRICA — Paper for printing. Davies & Barrow (Pty.), Ltd. (importing distributor), P.O. Box 960, Durban. WTD 3/9/59.

264 Converted Paper, Paperboard Products

ENGLAND—Stationery products for sale to U.S. Government personnel in Europe (under contract), and other governmental and military organizations. Lincoln Fraser (London), Ltd. (exporter, importer, wholesaler), 5 Dyers Bldgs., Holborn, London, E.C.1. WTD 1/25/63.

Stationery sundries. Exclusive distributorship, with direct purchase. Brunton & Williams, Ltd. (importing distributor, manufacturer of labels, tickets, tags, printed display material), 148-150 Peckham Rye, London, S.E.22. WTD 1/23/63.

FRANCE—School supplies, all kinds. Direct purchase and agency. La Soie (manufacturer), 155-157 rue Saint-Denis, Paris 2e. WTD 11/16/62.

Snap-out and fanfold forms for electronic machines; requests replies in French. Direct purchase and agency. Les Presses Multiples (printer), 31 rue Dailly, Saint-Cloud (Seine & Oise).

265 Paperboard Containers, Boxes

FRANCE—Boxes and other kinds of packaging articles; requests replies in French. Direct purchase and agency. Société Allardi Quentin & Cie. (printer), 31 bis rue de Paris, Pantin (Seine).

Cardboard boxes and devices for packing; requests replies in French. Direct purchase and agency. Les Presses Multiples (printer), 31 rue Dailly, Saint-Cloud (Seine & Oise).

273 Books

AUSTRALIA—Children's books; requests illustrations, prices including any discounts, and samples, if possible. Direct purchase and agency. Leka Co. (importing distributor, retailer), G. P. O. Box 709F, Melbourne, Victoria. WTD 1/24/63.

280 Chemicals, Allied Products

BURMA—General trade inquiry for chemical products; reference: D/O MM/47/2/1.B, dated Jan. 23; not a tender but general trade inquiry; copies of inquiry available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675.) Thray Sithu U Ba Htay, General Manager, The Burma Oil Co. (1954), Ltd. (government agency), 604 Merchant St., Rangoon.

FRANCE—Laboratory chemicals in various forms and grades, including analytical and other reagents; pharmaceutical chemicals of good quality; agricultural chemicals; chemicals and crude products for industrial uses, principally for paint industry; requests replies in French. Direct purchase and agency for France or section of France. Valmary & Cie. Anciens Ets. Croc & Figarede (wholesaler, retailer, sales agent), 54 rue Peyrolleres, Toulouse, Haute-Garonne. WTD 1/11/63.

281 Industrial Chemicals

● **CHILE**—Numerous chemicals and equipment used in process of electroplating; bid deadline March 27. Ferrocarriles del Estado (Chilean State Railways), Departamento de Materiales y Almacenes, Estación Alameda, Casilla (P.O. Box) 4742, Correo 2, Santiago, Chile. ★ (List and specifications in Spanish.) (WO 7-2008.)

FRANCE—Chemical products for rubber, textile, paper, food and plastics industries. Compagnie Rousselot (manufacturer), 50 rue Boileau, Paris 16e. WTD 12/18/62.

Sulphur and phosphates; requests replies in French. Direct purchase and agency. Ets. Hurel (manufacturer), Aunay-sous-Crecy (Eure & Loir). WTD 7/14/61.

282 Plastics Materials, Synthetic Resins, Rubber

PAKISTAN—PVC thermoplastic moulding compounds. Direct purchase and agency. Khawaja Electric Wire Manufacturing Co. (manufacturer), 7 Hospital Rd., Lahore. WTD 1/11/63.

283 Drugs

● **IRAQ**—Injectables: aminophyllin, epinephrine, cortisone, other steroids, chlorpheniramine, phenylbutazone, vitamins, heparin, digoxin, insulin, chlorpromazine. Intravenous solutions, various. Other injectables also. Bid deadline April 28; tender #1/63. Terms and specifications obtainable from Central Foreign Purchasing Board, Ministry of Finance, Baghdad, for $5.60 per copy plus $0.70 airmail charge.★ (WO 7-2239.)

Pharmaceutical products; requests replies from manufacturers only. Direct purchase and agency. Shamma's Bros. (importer, wholesaler, retailer), Abood Bldg., Shorja, Baghdad. WTD 11/29/61.

JAMAICA—Patent and proprietary medicines, suitable for sale in groceries and supermarkets; requests advertising, and point-of-sale display material. Exclusive distributorship with direct purchase. Antillean Import-Export Co., Ltd. (importing distributor), 103 Water Lane, Kingston. WTD 10/25/62.

285 Paints, Varnishes, Lacquers, Enamels

SWEDEN—Epoxy resin base coatings and similar products for industrial flooring. Direct purchase and agency. Acme Belaggningar, Siewert & Hessnert (manufacturer, contractor), Mellbygatan 6, Goteborg. WTD 12/12/61.

289 Miscellaneous Chemical Products

FRANCE—Essential oils used in soap and perfume industries. Alexander Gobert & Cie. (manufacturer), 36 ave de Neuilly, Neuilly s/Seine (Seine). WTD 11/30/62.

GERMANY—Special adhesive to glue iron to iron and nonferrous metal to iron. Maschinenfabrik Buckau R. Wolf—Werk (manufacturer), Grevenbroich/Ndrh., P.O. Box 69. WTD 10/6/60.

291 Petroleum Refining

BURMA—General trade inquiry for petroleum products; reference: D/O MM/47/2/1.B, dated Jan. 23; not a tender but general trade inquiry; copies of inquiry available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675.) Thray Sithu U Ba Htay, General Manager, The Burma Oil Co. (1954), Ltd. (government agency), 604 Merchant St., Rangoon.

306 Fabricated Rubber Products

ITALY—Rubber barrels, drums for shipping wine, capacity approx. 500 gal. Export Vini, S.r.l. (wine merchant, importer, exporter), Via F. Zuccari 2/a, Rome. WTD 3/3/60.

307 Miscellaneous Plastics Products

ITALY—Plastic barrels, drums for shipping wine, capacity approx. 500 gal. Export Vini, S.r.l. (wine merchant, importer, exporter), Via F. Zuccari 2/a, Rome. WTD 3/3/60.

TANGANYIKA—Plastic laminated sheets, standard sizes, such as 8' x 4', and adhesives to fix these sheets. Asar, Ltd. (importing distributor, commission agent), P.O. Box 674, Dar es Salaam WTD 1/23/63.

310 Leather, Leather Products

FRANCE—Leather grindery, shoe findings and supplies, leather shoe repair materials, including glues, dyes, abrasives (emery rolls); novelty shoe fabrics and related articles of medium price; requests replies in French. Direct purchase and agency. La Maison du Cuir (wholesaler), 32 rue Saint-James, Bordeaux, Gironde. WTD 1/18/63.

325 Structural Clay Products

SWEDEN—Tile flooring, special or new types, for industrial buildings. Direct purchase and agency. Acme Belaggningar, Siewert & Hessnert (manufacturer, contractor), Mellbygatan 6, Goteborg. WTD 12/12/61.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

● **INDIA**—Asbestos and synthetic rubber gaskets, 2,000 sets, graphited working surfaces 4 mm. thick; deadline 3/18/63. Purchase Department, Nangal Unit, Fertilizer Corp. of India, Naya Nangal, Punjab.★ (WO 7-5589.)

331 Steel Mill Products

GERMANY—Special steel plate that can be enanmeled in 1 single operation. Maschinenfabrik Buckau R. Wolf—Werk (manufacturer), Grevenbroich/Ndrh., P.O. Box 69. WTD 10/6/60.

● **INDIA**—Steel rails, 29.76 kilogram per metre/60 lb. per yard, 16,000 m.t. Specification I.R.S. No. T-12-60 or ASTM Spec. A.1-58T with modifications acceptable. Holes for fishbolts drilled according to I.R.S. Drg. No. TO61(M). Global tender. Tender Track 5, 1963, bid deadline March 8. President of India through R. M. Sambamoorthi, Joint Director, Track, Railway Board, Rail Bhavan, Raisina Road, New Delhi. Copies of tender documents complete with specifications and drawings can be obtained from Director, India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., for $2 per set.

■ Steel sheets, 108 m.t. Loan 217; U.S. source. Reference PS/IL/8367. Bid deadline March 4. The Hyderabad Allwyn Metal Works, Ltd., Hyderabad. ★

■ Steel plates and sheets, approximately 28,000 m.t., S-34, D/ENQ/622, bid deadline

extended to March 6. Steel plates, approximately 55,000 m.t., S-35 D/ENQ/623. Bid deadline extended to March 7.

Corrigendum No. 1, extending due dates and changing quantities on original specifications. President of India, Ministry of Railways (Railway Board), Raisina Rd., New Delhi. Tender papers available at India Supply Mission, $2.10 each, not refundable, Washington, D.C.★ Previously announced in INTERNATIONAL COMMERCE, with bid deadlines of Feb. 12 and 13.

Steel strips suitable for band saw blades in sizes of 2½" to 8"; 20 Swg to 18 Swg, to manufacture wood cutting band saw blades; saw steel strip for wood cutting cross cut saws and web saws for manual operation; urgently requests price quotations c.i.f. Indian port, proforma invoices per ton in triplicate to enable it to place firm orders and open letter of credit. The Hindustan Forests Co. Pvt., Ltd. (forest lessee, wholesaler), College Rd., Pathankot, Punjab.

■ **PAKISTAN**—A.S.T.M., A-361, 58T galvanized plain sheets, prime quality zinc coating 1.25 oz. per sq. ft., size 8' x 3' in USG 24, 26, 28 and 30 B.G., in equal quantity, C&F Karachi. Loan 7; U.S. source. S/A No. RM 036292. Credit amount $5,880. Bid deadline March 14. Turner, Grahams of Pakistan, Ltd., Wood St., P.O. Box 4671, Karachi.

Iron and steel. Direct purchase and agency. A. L. Hamidi (importing distributor), 168 Anarkali, Lahore. WTD 1/11/63.

336 Nonferrous Foundries—Aluminum

■ **THAILAND**—Aluminium conductor. Loan 19; worldwide. Invitation PDC-MEA-150. Bid deadline March 13. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Copies of complete invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

342 General Hardware

ENGLAND—Builders hardware of all kinds, plastic fabrications; gadgets, especially for the kitchen. Direct purchase and agency. Westminster Trading Co. (importing distributor, maufacturer's agent, commission merchant), 141 Victoria St., London, S.W.1. WTD 1/15/63.

343 Heating Apparatus, Plumbing Fixtures

FRANCE—Sanitary equipment: bath tubs, basins, cocks and tapes. Segercim (importer, dealer, manufacturer), 45 ave. Trudaine, Paris 9e.

351 Engines, Turbines

● **BURMA**—Outboard motors, 50 each, 2-cylinder, 40 hp. at 4,500 r.p.m. Tender DPES 45/63, bid deadline March 10. Revolutionary Government of the Union of Burma, Office of the Director of Procurement, Defense Department, Rangoon.★ (WO 7-3294.)

● **UGANDA**—Supply and delivery c.i.f. Mombasa for water turbines, generators, penstocks and auxiliary equipment for Maziba Gorge Power Station, Stage I (assumed to be 1,000 kw.); specification UEB. CDS. 17/1098/HS, bid deadline April 5. Uganda Electricity Board, Kampala.

Specifications may be obtained from Messrs. Kennedy & Donkin, P.O. Box 2825, Kampala, Uganda, East Africa, for $14.50.

352 Farm Machinery

FRANCE—Arboricultural apparatus and equipment; requests replies in French. Direct purchase and agency. Agram (manufacturer), 35 rue de Paris, Pantin (Seine).

Tools for gardening, such as lawn mowers, sprinklers, and related items. Direct purchase and agency. Produits Metallurgiques A. Gueruy (importing distributor), 44 blvd. de la Bastille, Paris 12e. WTD 12/4/61.

353 Construction Machinery

● **GREECE**—Elevators, 3, supply and installation, 4,000 kgs., stops 2 with provision for 5, inside of well 3.5 x 5 meters, acoustic and optical signals and telephone, for use in cold storage plant. No bid deadline listed. Port of Piraeus Authority (OLP), Piraeus.★ (WO 7-5589.)

■ **INDIA**—Breakdown cranes, diesel-operated, 120-ton capacity, 6, suitable for broad gauge specification DCR-101-62; diesel-operated cranes, 10-ton capacity, 24 for broad gauge spec. DCR-107-62; diesel-operated cranes, 5-ton capacity, 20, for broad gauge spec. DCR-108-62; diesel-operated cranes, 20-ton capacity, 4, for meter gauge spec. DCR-145-62; diesel-operated cranes, 10-ton capacity, 5, for meter gauge spec. DCR-147-62. Tender LT-2/1962. Ref. D/ENQ/618. Loan 217; U.S. source. Bid deadline March 14. Government of India, Ministry of Railways, Railway Stores, Railway Board, Raisina Rd., New Delhi, where bids are to be sent directly. Tender papers available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., for $1.05 each. Price for specifications for item 2 priced at $5.25; all others at $6.30, not refundable.

● Fork lift trucks, 14 diesel engine, lift 4,000 lb. at 36" load center to 12 ft.; deadline March 19. Chief Engineer, Madras Port Trust, Madras.★ (WO 7-5589.)

● **PAKISTAN**—Geared trolley hoist and hoist beam complete. Tender DNF-11-6263, bid deadline March 15. Limited number of tender documents available free from Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y., or may be obtained by writing directly to the East Pakistan Water and Power Development Authority, Dacca.

354 Metalworking Machinery

TANGANYIKA—Electrical engraving machine for plastics and brass, medium size. Key cutting machines, key blanks, locksmith's tools and devices. Asar, Ltd. (importing distributor, commission agent), P.O. Box 674, Dar es Salaam. WTD 1/23/63.

355 Special Industry Machinery

BELGIUM—Saws for cutting deep frozen fish fillets: band saws 0.35 mm. thick (approx. 0.013"); circular saws 0.60 mm. (0.024"); will serve to cut blocks of deep frozen fish fillets of 16.5 lb. into pieces of 0.44 lb. at temperature of—30° C. (approx.—21° F.); fish fillet blocks to measure approx. 16" x 12" x 2.5"; saws of special alloy. Société Anonyme Belge du Froid Industriel (processor, exporter), 13 qual de l'Armement, Ostend.

● **CEYLON**—Supply and installation of 1 pressure impregnation plant for sleepers and erection of building to house it; deadline March 5. Submit tender to Chairman, Tender Board, Ministry of Agriculture, Land, Irrigation & Power, P.O. Box 500, Colombo, Ceylon. Tender copies available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C.★ (WO 7-5589.)

FRANCE—Machines for manufacture of paper and cardboard articles such as copy books, boxes, advertising and display articles, games, puzzles; requests replies in French. Jean Vaugelade (manufacturer), 2-4-6 rue de l'Asile Popincourt, Paris 11e.

Machines for textile industry. Direct purchase and agency. La Soie (manufacturer), 155-157 rue Saint-Denis, Paris 2e. WTD 11/16/62.

Machines and equipment used in paper and leather industries. Direct purchase, agency. Solucom Chimie (importer, dealer), 5 rue Maurice Berteaux, La Courneuve (Seine).

Shoe machinery, power (electric current 3-phase, 220/380 volts, a.c.), light duty equipment and bench machines, such as stitchers and finishers, eyelet setting and leather roughing machines; small tools for leather handicraft; requests replies from manufacturers only in French. Direct purchase and agency for southwest France. La Maison du Cuir (wholesaler), 32 rue Saint-James, Bordeaux, Gironde. WTD 1/18/63.

GERMANY—Needle felting (punching) machines; requests replies from manufacturers only. F. Berghoefer, Maschinenimport (importing distributor), 1 Parkstr., 405 Moenchengladbach. WTD 1/7/63.

ITALY—Tobacco leaf picking and stringing machines; requests replies from manufacturers only. Dr. Gioacchino Cosma, General Director, Unione Tabacchicoltori Italiani (national association of tobacco growers), 73 Via Due Macelli, Rome.

■ **PHILIPPINES**—6-ton-a-day tank including refractories, structural steel, burner equipment, and temperature recording equipment; complete figured and wire glass rolling machine for intermittent operation for sheets approximately 3 x 8' finished size; regular casting ladles with trolleys, 2, and monorail from glass melting tank to wire glass machine. Loan 59; worldwide. Bid deadline March 4. Amount of credit $120,600, C & F Manila. Republic Glass Corp., 612 San Luis, Ermita, Manila, where quotations are to be sent, with copy furnished Foreign Loans & Investments Department, Central Bank of the Philippines, Manila.★

● **REPUBLIC OF SUDAN**—One portable tire vulcanizing machine; contract 2607; bid deadline March 7. Office of Controller of Stores, Atbara, Republic of Sudan.★ (WO 7-5589.)

■ **TURKEY**—Linters, 6, dual-motor, 176 saw, with feeder and permanent magnet, less condenser and motors; three-high lint cleaner, less motor; lint shale shaker, less motor, duplex saw cylinder, lint flue collecting system for 14 linters in 2 rows of 7 linters each, on 8' 6" centers, lett motors; dual cage mechanical screw press and four high 85" cooker dryer, capacity 40 tons cotton seed in 24 hours; aquatower, 1. Loan 11; worldwide. Bid deadline March 20, credit amount $108,900. Cider Yag Sanayi Komd. Sti., Ismail Cider ve Ortagi, Manisa.★

■ Dual cage mechanical screw presses, 2; 5 high 85" cooker dryer, each capacity 50 tons cotton seed/24 hours; 48" huller with feeder and permanent magnet; true-line gummer, 176 saw, motor-driven and miscellaneous spare parts. Loan 11; worldwide. Credit amount $180,000. Bid deadline March 20. Paksoy Sanayi ve Ticaret, Ltd., Sti., Adana.

■ NH compressors, 2; electric motors; liquid separator, NH for plant; cooling units, cold storage doors, 23; complete ice-making plant, elevator, ozonator. Loan 11; worldwide. Credit amount $150,000. Bid deadline March 20. Taciser Engin, Silajjane Cad 24/4 Macka, Aziziye Palas, Istanbul.

356 General Industrial Machinery

● **CHILE**—Ball bearings for diesel electric locomotives; various quantities for traction motors, generators, pumps, fans. Tender 41/46, bid deadline March 8. Specifications in Spanish. Ferrocarriles del Estado (Chilean State Railways), Departamento de Materiales y Almacenes, Santiago.★ (WO 7-5589.)

● **GREECE**—Airless paint spray set for marine use, with 2 guns, 28:1 air-operated pump for 100 p.s.i. air supply, agitator, gauge and regulator. Tender 51317/63, Bid deadline March 11. Supreme Procurement Committee of the Ministry of National Defense, Paparrigopoulou St. No. 2, Athens.★ (WO 7-5589.)

● **PAKISTAN**—Sump pump, 750 g.p.m., static head 19 feet, 6" discharge line, 7½ hp. electric motor, 104' 6" pipe, 26" flap gates. Tender MC-9/62-63, bid deadline March 31. Limited number of tender documents available at Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y., free of charge. Tenders should be addressed to East Pakistan Water and Power Development Authority, Dacca.

● **REPUBLIC OF SUDAN**—One centrifugal pump, electric motor driven, 3" delivery, 4" suction, 5,000 gph., head 150 ft. to wash out locomotive boilers. Contract 2778; bid deadline March 11. Office of Controller of Stores, Atbara, Republic of Sudan.★ (WO 7-5589.)

357 Office, Computing, Accounting Machines

BELGIUM—Electronic calculating (billings) machines with following characteristics: addition and subtraction: input capacity, 10 digits, product capacity, 12 digits; multiplication: 1st factor 5 digits, 2nd factor 7 digits, product 12 digits; positioning of decimal point; division: dividend 12 digits, divisor 6 digits, quotient 12 digits; capable of doing series of algebraic operations; product or quotient to be given in decimal system; capable of cumulating products in "memories" producing addition and subtraction; numerical data furnished by impulsions produced by typing on typewriter in specific position; required operations controlled in same way; capable of retransmitting products column by column. Minerve S.P.R.L. (constructor of electro-magnetic accounting machines), 70 avenue Chazal, Brussels. WTD 1/14/63.

FRANCE—Automatic electrical staplers; automatic mail opening machines for small quantities, 25-100 letters daily; requests replies in French. Euromeca (manufacturer), 5 rue de Chantilly, Paris 9e.

SOUTH AFRICA—Office machines and systems. Davies & Barrow (Pty.), Ltd. (importing distributor), P.O. Box 960, Durban. WTD 3/9/59.

358 Service Industry Machines

■ **INDIA**—Components for air conditioning units. Loan 217; U.S. source. IL#A-588104/61/AU-DW/CCI/HQ/RM. Ref. 65(95)/62-AID(1). Bid deadline March 10. Air Conditioning Corp., Ltd., E-2 Gillander House, Calcutta 1.★

■ **PAKISTAN** — Condensing unit model with 2-step automatic capacity reduction temperature actuated capacity control, stop valves, drive packages, steel base belt, guard, gauges and board. Capacity 37.5 TR less motor starter; air handling unit, solenoid valve, expansion valves, pipe and pipe fittings; water cooled air conditioning units. Loan 53; U.S. source. S/A No. IL# 040031. Credit amount $18,213. Bid deadline March 11. Victory (Regal) Cinema, The Mall, Lahore.★

360 Electrical Machinery

IRELAND — Domestic and/or industrial electrical equipment, 220 volts, 50 cycles current available; goods will only be ordered from sample; initial order will be for minimum quantity supplied carriage paid home. Shannon Wholesale Electrical Co. (wholesale distributors), Shannon St. & Henry St., Limerick. WTD 1/14/63.

361 Electric Transmission, Distribution Equipment

● **TUNISIA**—Supply of 3 transformers: one 32-mw. and two 73.15-mw. Bid deadline April 1. Secretaire General Société De l'Electricite Et Du Gaz (STEG), 38 rue De Besancon, Tunis.

362 Electrical Industrial Apparatus

● **CHILE**—Carbon brushes (about 9,750) for locomotives and electric motors. Tender 44, group 39, bid deadline March 29. Quote f.o.b. shipping point. Ferrocarriles del Estado-Chile (Chilean State Railways), Departamento de Materiales y Almacenes, Estación Alameda, Casilla (P.O. Box) 4742, Correo 2, Santiago, Chile. Specification (in Spanish) and tender notice available from Miscellaneous Metals & Minerals Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-2692.)

● Supply of welding rods and electrodes, and accessories for gas welding apparatus; tender 63, bid deadline March 28. Ferrocarriles del Estado (Chilean State Railways), Departamento de Materiales y Almacenes, Estación Alameda, Casilla (P.O. Box) 4742, Correo 2, Santiago. Specifications and special instructions (in Spanish) available from Metalworking Equipment Division, Room 4204, Department of Commerce, Washington 25, D.C. (WO 7-5652.)

■ **INDIA**—800 hp. r.p.m. horizontal spindle proof synchronous induction motor, complete with 2 pedestal type oil ring lubricated sleeve bearings, bare keywayed shaft extension, cable sealing boxes for reception of armoured stator and rotor cables, directly coupled exciter combination bed plate, complete with stator, rotor and exciter control equipments, accessories, auxiliaries and spares. Loan 157; U.S. source. IL#988941/DLF.157/61/HQ/CG.III. Ref. 4(32)/62-AID-II. Bid deadline March 4. Associated Cement Companies, Ltd., 121 Queen's Rd., Bombay. Cable: ACCPURCHEZ, Bombay.

ISRAEL—Motors, ⅓ hp, 100, for electric fans to be installed in driver's compartment on tractors. N. Feldman & Son, Ltd. (importer, dealer), P.O. Box 3043, Haifa. WTD 8/6/59.

366 Communications Equipment

● **AUSTRALIA**—Supply of hand test telephone sets and associated equipment. Bid deadline April 11. Specifications and drawings may be obtained from Office of Superintendent, Stores & Contracts, Postmaster General's Department, in each state capital city of the Commonwealth and from the Official Secretary for Australia, Australia House, Strand, London, W.C.2.★ (WO 7-4823.)

● **LIBYA**—Supply and installation of equipment for completion of international connections between Libya and Tunisia, national circuits at intermittent points, and for extension of microwave system from Tripoli to western border of the country. Bid deadline March 15. Specifications and conditions may be obtained from Director General, Posts and Telecommunications, Tripoli, for $84.★ (WO 7-4823.)

● **MOROCCO**—Supply and delivery of 65 teletype machines and associated equipment. Must conform to recommendations of International Telegraph & Telephone Consultative Committee. Bid deadline March 15. Ministere des Postes, des Telegraphes et des Telephones, Service Techniques. Rabat.★ (WO 7-4823.)

PHILIPPINES—VHF/FM mobile radio equipment; tender documents and specifications available from office of National Power Corp. at 5 pesos (3.90 pesos = $1 per set; closing date March 15. National Power Corp. at 5 pesos (3.90 pesos = $1) Bonifacio Dr., Port Area, Manila.

367 Electronic Components

FRANCE—Electronic devices. Direct purchase, agency. European Market Association (manufacturer), 34 rue de la Victoire, Paris 9e.

SWEDEN—Electronic components, especially for printed circuits. Cromtryck AB, Jamtlandsgatan 151, Vallingby. WTD 4/11/62.

371 Motor Vehicle Parts

■ **INDIA**—Studebaker, Dodge and Jeep parts. Loan 217; U.S. source. IL#865478/DLF/61/EI/B. Ref. 60(350)/62-AID(1). Bid deadline March 4. Upper India Trading Co. Pvt., Ltd., 424-426 Lamington Rd., Bombay 4.★

■ Crown wheel and pinion for Tata Mercedes Benz, Model L-312, 200 pieces; gears for Dodge KEW. Loan 217; U.S. source. IL#028684/DLF/61/EI/B. Ref. 60(368)/62-AID(1). Bid deadline March 5. The Standard Garage, Modi Chambers, Bombay 4. Cable: ACCESSORIES, Bombay.★

PAKISTAN—Automotive spare parts and accessories. Direct purchase and agency. A. L. Hamidi (importing distributor), 168 Anarkali, Lahore. WTD 1/11/63.

381 Laboratory, Research Instruments

FRANCE—Laboratory equipment, apparatus, instruments, for research and testing, including measuring and electronic microscopes, spectrophotometers, chromatographs, dryers; laboratory glassware of good quality; requests replies in French. Direct purchase and agency for France or section. Valmary & Cie. (Anciens Ets. Croc & Figarede), (wholesaler, retailer, sales agent), 54 rue Peyrolieres, Toulouse, Haute-Garonne. WTD 1/11/63.

384 Surgical Instruments

FRANCE—Surgical instruments, all kinds. Direct purchase and agency. La Soie (manufacturer), 155-157 rue Saint-Denis, Paris 2e. WTD 11/16/62.

387 Clocks

SOUTH AFRICA — Household clocks. Davies & Barrow (Pty.), Ltd. (importing distributor), P.O. Box 960, Durban. WTD 3/9/59.

394 Toys, Amusements, Sporting Goods

AUSTRALIA—Toys and games, novelties; requests illustrations, prices including any discounts, and samples, if possible. Direct purchase and agency. Leka Co. (importing distributor, retailer), G. P. O. Box 709F, Melbourne, Victoria. WTD 1/24/63.

FRANCE—Sporting goods, such as tennis rackets, skis, and other equipment; no textile items; mechanical and electrical toys, miniatures, newly introduced games. Direct purchase and agency. La Soie (manufacturer), 155-157 rue Saint-Denis, Paris 2e. WTD 11/16/62.

SOUTH AFRICA—Toys and novelties. Davies & Barrow (Pty.), Ltd. (importing distributor), P.O. Box 960, Durban. WTD 3/9/59.

395 School Supplies

FRANCE—School supplies, all kinds. Direct purchase and agency. La Soie (manufacturer), 155-157 rue Saint-Denis, Paris 2e. WTD 11/16/62.

399 Miscellaneous Manufacturing Industries

FRANCE—Devices for displaying and advertising purposes; requests replies in French. Direct purchase and agency. Les Presses Multiples (printer), 31 rue Dailly, Saint-Cloud (Seine & Oise).

SOUTH AFRICA—Fancy goods and novelties. Davies & Barrow (Pty.), Ltd. (importing distributor), P.O. Box 960, Durban. WTD 3/9/59.

509 Miscellaneous Wholesaler Products

FRANCE—Second hand clothing. Machetex Export Co. (importer), 43 boulevard Trupheme, Marseille, 14eme. WTD 10/30/62.

Old clothing. Sofrimpex (importer), 128 avenue Roger Salengro, Marseille. WTD 6/25/62.

781 Motion Picture Production, Distribution

TANGANYIKA—Full length cinema films, 16 and 35 mm. Direct purchase and agency. Asar, Ltd. (importing distributor, commission agent), P.O. Box 674, Dar es Salaam. WTD 1/23/63.

Philippines mission develops 3 more leads for exporters

A reconditioned sugar mill, a license to manufacture candy, and machinery for using garbage collections are sought by firms in the Philippines. The leads were developed by the recent U.S. Trade Mission to that country.

Romeo Guonzon, 60 Libertad St., Bacolod City, vice mayor of the city and president of the Bacolod Murcia Planters Assn., would, on behalf of his association, be interested in buying a reconditioned sugar mill with a 4,000-ton-per-day capacity. The association would also consider a joint venture.

F. F. Gonzalez, Jr., president of Gonzalez Development Corp., Washington St., Bacolod City, wants a license from a good name brand company to manufacture candy.

Heriberto Lizares of Antonio A. Lizares Co., Lupit St., Bacolod City, is interested in buying machinery for using garbage collections as a material for the production of fertilizer.

Bids requested by SHAPE for movable radio stations

The Supreme Headquarters Allied Powers Europe, Paris, has issued an international invitation to bid on the supply of 12 transportable HF single sideband radio stations and 2 transportable HF single sideband radio monitoring stations, including shelters, antenna equipment, test equipment, tools, diesel generator sets, cables, 2 wheel trailers, manuals, and other accessories.

Bids will include installation materials and complete installation costs. Closing date for submission of bids under SHAPE Invitation to Bid No. 62-12 is April 15. Copies of detailed bidding instructions, equipment lists and specifications are available from the Purchasing and Contracting Officer, ACE Communications Electronic Equipment, SHAPE, Paris, France, or may be reviewed or borrowed on a short-loan basis in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

019 Farm Products

GERMANY—Oil seeds: castor seed, copra, cotton seed, palm kernels, groundnuts (peanuts), rapeseed, sunflower seed. Gebrueder Poehner (broker, sales agent), Alstertor 21, Hamburg 1.

200 Food

GERMANY—Tallow, lard, soybean oil, poultry. Kurt Boehning (agent, broker), Chilehaus C, Hamburg 1. WTD 7/13/61.

ITALY—Whiskey, liquors, confectionery products, canned food specialties. Exclusive agency or exclusive selling rights for Italy. Fratelli Rinaldi S.n.c. (sales agent, wholesaler), 102 Via Mascarella, Bologna.

209 Miscellaneous Foods

FRANCE—Honey, all kinds. Eugene Fontaine (commission agent), 7 Villa d'Italie, Vincennes (Seine).

GERMANY—Animal oils: bone oil, cod-liver oil, neat's-foot oil, sperm oil, tallow oil, tallow, whale oil; vegetable oils: castor oil, coconut oil, cottonseed oil, olive oil, palm oil, palmkernel oil, groundnut (peanut) oil, rape and rapeseed oil, soybean oil, sunflower seed oil. Gebrueder Poehner (broker, sales agent), Alstertor 21, Hamburg 1.

Cotton seed oil, sunflower seed oil, requests replies from manufacturers only. Paul A. Schmechel (broker, sales agent), Bergstr. 11, Hamburg 1.

220 Textile Mill Products

FRANCE—Denim, sanforized indigo cotton cloth, and manmade fiber cloth; requests replies in French. Jos. Bensussan (importing distributor), 21 rue Fauchier, Marseille 2. WTD 3/22/62.

222 Broad Woven Fabric, Manmade Fiber

FRANCE—Unbleached artificial fiber fabrics; requests replies from manufacturers only. Compagnie Generale d'Exportation et d'Importation "COGEXIM" (importing distributor), 1 rue Magenta, Mulhouse (Haut-Rhin). WTD 1/9/62.

230 Apparel

FRANCE—Women's and children's sportswear. Société Bossein (manufacturer), 45 rue du Marechal de Lattre de Tassigny, Andresy (Seine & Oise).

Men's and boys' suits and raincoats of manmade fiber fabrics; requests replies in French. Ets. Henri Couzineau (manufacturer), 9 rue d'Inkermann, Lille (Nord).

239 Fabricated Textile Products

FRANCE—Cuffs for men's shirts. Isaac Goldschind (agent), 99 rue de Richelieu, Paris 2e. WTD 11/26/62.

240 Lumber, Wood Products

FRANCE—Softwoods, mostly clear, from Pacific Coast; plywoods. Ets. Sherringham (broker), 21 rue Raynouard, Paris 16e.

243 Prefabricated Structural Wood Products

FRANCE—Prefabricated wood houses, all types. Ets. Sherringham (broker), 21 rue Raynouard, Paris 16e.

251 Household Furniture

FRANCE—Modern furniture; requests replies in French. Mora Freres (manufacturer), 39-41 rue Godefroy Gavaignac, Paris 11e.

262 Paper

FRANCE—Papers for special industrial uses and electrical insulation materials; requests replies from manufacturers only. Compagnie Generale d'Exportation et d'Importation "COGEXIM" (importing distributor), 1 rue Magenta, Mulhouse (Haut-Rhin). WTD 1/9/62.

264 Converted Paper, Paperboard Products

GERMANY—Stationery items. Exclusive distributorship on commission basis for West Germany. Trage Industrievertretungen Gerd Traue und Guenter Garbrecht (sales agent), 29 Beppenerstr., Bremen. WTD 1/24/63.

TRINIDAD—Writing pads, exercise books, envelopes; requests replies from manufacturers only. Caribbean Allied Agencies (importing distributor, manufacturer's agent), 70 Charlotte St. or P.O. Box 428, Port of Spain. WTD 1/28/63.

281 Industrial Chemicals

FRANCE—Chemical products, all kinds, in bulk. Laboratoire D. Varenne (manufacturer), Usine de la Devessieres, Sacy-le-grand (Oise).

Chemical products used in metalworking and textile industries; requests replies in French. Ets. Brunel Freres (importer, exporter), 6 rue Jacquard, Helemes-Lille (Nord). WTD 3/21/61.

PAKISTAN—Industrial chemicals; description and specifications available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675.) Mr. Brojen Das (wholesaler, retailer, commission agent), 62/1 Farashganj Rd., Dacca, East Pakistan.

282 Plastics Materials, Synthetic Resins, Rubber

FRANCE—Cellulose; requests replies from manufacturers only. Compagnie Generale d'Exportation et d'Importation "COGEXIM" (importing distributor), 1 rue Magenta, Mulhouse (Haut-Rhin). WT 1/9/62.

284 Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Cleaning and maintenance products; requests replies in French. Ets. Brunel Freres (importer, exporter), 6 rue Jacquard, Hellemes-Lille (Nord). WTD 3/21/61

Cleaning products in bulk. Laboratoire D. Varenne (manufacturer), Usine de la Devessieres, Sacy-le-Grand (Oise).

Perfume and beauty products. Isaac Goldschind (agent), 99 rue de Richelieu, Paris 2e. WTD 11/26/62.

285 Paints, Varnishes, Lacquers, Enamels

AUSTRALIA—Natural and synthetic dec-

orative and protective coatings for walls, floors and roofs. Exclusive agency. Ashley Moore Pty., Ltd. (investment company), 65 Princess Ave., Rosebery, N.S.W. WTD 1/14/63.

287 Agricultural Chemicals

FRANCE—Insecticides and pesticides in bulk. Laboratoire D. Varenne (manufacturer), Usine de la Devessieres, Sacy-le-Grand (Oise).

289 Chemical Products

SWEDEN—Sea rescuing equipment, such as pyrotechnics. Stig W. Grondahl, Ervallakroken 5, Bandhagen. WTD 8/7/62.

TRINIDAD—Writing ink; requests replies from manufacturers only. Caribbean Allied Agencies (importing distributor, manufacturer's agent), 70 Charlotte St. or P.O. Box 428, Port of Spain. WTD 1/28/63.

306 Fabricated Rubber Products

FRANCE—Rubber articles including sanitary items. Isaac Goldschind (agent), 99 rue de Richelieu, Paris 2e. WTD 11/26/62.

SWEDEN—Sea rescuing equipment, such as lift boats and rafts. Stig W. Grondahl, Ervallakroken 5, Bandhagen. WTD 8/7/62.

307 Plastics Products

SWEDEN—Sea rescuing equipment, such as life preservers. Stig W. Grondahl, Ervallakroken 5, Bandhagen. WTD 8/7/62.

TRINIDAD—Household plastic sheetings. Caribbean Allied Agencies (importing distributor, manufacturer's agent), 70 Charlotte St. or P.O. Box 428, Port of Spain. WTD 1/28/63.

325 Structural Clay Products

TRINIDAD—Sewer fittings; requests replies from manufacturers only. Caribbean Allied Agencies (importing distributor, manufacturer's agent), 70 Charlotte St. or P.O. Box 428, Port of Spain. WTD 1/28/63.

331 Steel Mill Products

TRINIDAD—Galvanized wire netting; requests replies from manufacturers only. Caribbean Allied Agencies (importing distributor, manufacturer's agent), 70 Charlotte St. or P.O. Box 428, Port of Spain. WTD 1/28/63.

342 General Hardware

FRANCE—Gas lighters. Issac Goldschind (agent), 99 rue de Richelieu, Paris 2e. WTD 11/26/62.

343 Heating Apparatus, Plumbing Fixtures

AUSTRALIA—Swimming pool filtration equipment; average to high quality. McNamee Industries (manufacturer's agent, contractor), 4 Hope St., Ermington, N.S.W. WTD 1/11/63.

TRINIDAD—Water closet sets, water accessories; requests replies from manufacturers only. Caribbean Allied Agencies (importing distributor, manufacturer's agent), 70 Charlotte St., or P.O. Box 428, Port of Spain. WTD 1/28/63.

348 Fabricated Wire Products

TRINIDAD—Paper clips; requests replies from manufacturers only. Caribbean Allied Agencies (importing distributor, manufacturer's agent), 70 Charlotte St. or P.O. Box 428, Port of Spain. WTD 1/28/63.

351 Engines, Turbines

FRANCE—Outboard motors for fiberglass boats (pleasure, fishing, racing, waterskiing), 25-100 hp.; also 2 drive types, 80-120 hp. Agency for southwest France. Synther, S.A. (manufacturer), 13-17 rue Colbert, Bordeaux, Gironde. WTD 1/25/63.

353 Construction Equipment

PAKISTAN — Construction equipment: excavators, cranes, shovels, trucks, tractors, crawlers, concrete mixers stone crushers, dumpers, loaders, fork lift trucks, grinders; road building machinery: road rollers, tandem rollers, compaction rollers, mixers, concrete spreaders, asphalt heaters and spreaders; rock coring and well drilling machinery: drilling rigs for water wells and accessories, rigs for mining and rock coring. Ekram Corp. (manufacturer's agent), 3 Abbott Rd., Lahore. WTD 1/10/63.

354 Metalworking Machinery

ENGLAND—Machine tools; requests replies from manufacturers only. Stuart Davis, Ltd. (manufacturer, importer, agent) P.O. Box 21. Stonebridge Highway, Willenhall, Coventry. WTD 1/11/63.

357 Computing Machines

AUSTRALIA—Small commercial electronic computors; average to high quality. McNamee Industries Pty., Ltd. (manufacturer's agent, contractor), 4 Hope St., Ermington, N.S.W. WTD 1/11/63.

358 Service Industry Machines

ITALY—Room air conditioners, components for large air conditioning systems; motorized valves; requests replies from manufacturers only. Exclusive commission agency. Raiterm (Rappresentanze Industriali Termotechniche), (manufacturer's agent, installer), Via Aventina 3/a, Rome.

360 Electrical Equipment

PAKISTAN—Electrical equipment: transformers, switchgear, switch boards, conductors, insulators, dampers, relays, relay room equipment. Ekram Corp. (manufacturer's agent) 3 Abbott Rd., Lahore. WTD 1/10/63.

362 Electrical Industrial Apparatus

AUSTRALIA—Industrial electronic equipment; average to high quality. McNamee Industries Pty., Ltd. (manufacturer's agent, contractor), 4 Hope St., Ermington, N.S.W. WTD 1/11/63.

ENGLAND—Low-cost automation units; requests replies from manufacturers only. Stuart Davis, Ltd. (manufacturer, importer, agent), P.O. Box 21, Stonebridge Highway, Willenhall, Coventry. WTD 1/11/63.

363 Household Appliances

ENGLAND — Small domestic electrical equipment. Direct purchase and agency. Westminster Trading Co. (importing distributor, manufacturer's agent, commission merchant), 141 Victoria St., London, S.W.1. WTD 1/15/63.

FRANCE—Electric razors. Isaac Goldschind (agent), 99 rue de Richelieu, Paris 2e. WTD 11/26/62.

366 Communications Equipment

AUSTRALIA—Aircraft radio communication navigation equipment; average to high quality. McNamee Industries Pty., Ltd. (Manufacturer's agent, contractor), 4 Hope St., Ermington, N.S.W. WTD 1/11/63.

373 Ship, Boat Building, Repairing

FRANCE—Run-abouts and related crafts, polyester and fiberglass, for operation with outboard motors; primarily in models which may eventually complete own lines of production; descriptive leaflets available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). Synthor, S.A. (manufacturer), 13-17 rue Colbert, Bordeaux, Gironde. WTD 1/25/63.

381 Engineering Instruments

ENGLAND—General engineering products; requests replies from manufacturers only. Stuart Davis, Ltd. (manufacturer, importer, agent), P.O. Box 21, Stonebridge Highway, Willenhall, Coventry. WTD 1/11/63.

382 Control Instruments

AUSTRALIA—Industrial nuclear radiation and detection instruments and control devices; average to high quality. Electrical control instruments; pneumatic control instrumentation; average to high quality. McNamee Industries Pty., Ltd. (manufacturer's agent, contractor), 4 Hope St., Ermington, N.S.W. WTD 1/11/63.

384 Protective Clothing

FRANCE—Industrial safety and protective equipment, supplies and devices of all types such as helmets, goggles, gloves, shields, clothing, boots, airmasks, and other articles, appliances and protective equipment for all industries; requests replies from manufacturers only. Sales agency and/or distributorship for France or section. Edward Grand (sales agent, manufacturer's agent), 4 rue Francois-Faurie, Bayonne, Basses-Pyrenees. WTD 11/20/61.

SWEDEN—Adhesive bandages. Apotekesvarucentralen Vitrum AB, P.O. Box 12170, Stockholm 12. WTD 9/24/62.

394 Toys, Amusements

FRANCE—Rubber baby toys; mechanical toys. Isaac Goldschind (agent), 99 rue de Richelieu, Paris 2e. WTD 11/26/62.

Dolls. Société Bossein (manufacturer), 45 rue du Marechal de Lattre de Tassigny, Andresy (Seine & Oise).

395 Pens, Pencils, Office Materials

GERMANY—Office equipment, excluding furniture and machinery. Exclusive distributorship on commission basis for West Germany Traga Industrievertretungen Gerd Traune und Guenter Garbrecht (sales agent), 29 Beppenerstr., Bremen. WTD 1/24/63.

TRINIDAD—Ball pens, fountain pens, lead pencils; requests replies from manufacturers only. Carribbean Allied Agencies (importing distributor manufacturer's agent), 70 Charlotte St., or P.O. Box 428, Port of Spain. WTD 1/28/63.

East Pakistan requests bids for laboratory instruments

The Government of East Pakistan is inviting bids for 77 types of scientific and laboratory instruments and accessories. Items covered include the following:

Soil sampling and testing equipment, distilling apparatus, hydrometer, quartz spectrophotometer, autoclaves, muffle furnace, oven, water testing kits, balances and other laboratory equipment.

Bids are to be submitted by March 7 to The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca. A copy of the specifications is available, for review only, to U.S. firms located in the U.S., at the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WOrth 7-2312.)

Leads for Importers

Commodities are offered direct unless specified.

011 Field Crop Farms

CENTRAL AFRICAN REPUBLIC—Sale of 25 metric tons capsicum (red cayenne peppers). Good quality. Branquinho & Morgado, Boite Postale #833, Bangui.

201 Meat Products

FRANCE—Raw calfskins, domestic products of good quality, for sale, preferably to U.S. tanners having representatives or resident buyers in France authorized to examine and approve purchased merchandise before shipment. Etablissements Charmet, S.A. 11-19 rue de Tauzia, Bordeaux, Gironde. WTD 2/6/63.

209 Miscellaneous Food Preparations

GERMANY—Cod liver oil (USP) with guaranteed vitamin A contents for medical and veterinarian purposes. Bremer Tran— & Oelhandel Henry Lamotte, Bremen, Hohentorshafen/Dreieck.

212 Cigars, Cigarillos

GERMANY—Cigars and cigarillos. Bruns Bey Rhein Zigarrenfabriken GmbH, 2 Buechertstrasse Sandhausen ueber Heidelberg. WTD 1/21/63.

231 Men's Suits

REPUBLIC OF SOUTH AFRICA—Men's outer clothing (suits, jackets, trousers). Grand Clothing Manufacturers (Pty.), Ltd., 176 President St., Johannesburg. WTD 1/23/63.

234 Women's, Misses' Undergarments

FRANCE—"Valenciennes Lace" brassieres. Ets. Legrand-Facon, 11 rue du Saint-Cordon, Valenciennes (Nord).

238 Miscellaneous Apparel

GERMANY—First-quality neckties and men's scarfs. Jochum & Jungmann, 106-114 Uerdingerstrasse, 415 Krefeld. WTD 1/23/63. For brochures write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

262 Paper

FRANCE—Packing papers and products, all kinds. Imprimerie Debar & Cie., 23 blvd. de la Paix, Reims (Marne).

299 Petroleum, Coal Products

BURMA—Grades and quantities of B.O.C. was available: 118/120° F match Wax, 125/130° F refined wax, 130/135° F refined wax, 8,820 tons of each; 135/140° F refined wax, 135/140° F semi-refined wax, 1,180 tons of each. General Manager, The Burma Oil Co., Ltd., 604 Merchant St., Rangoon.

302 Rubber Footwear

CANADA—Snowshoes. Big Chief Manufacturing Reg'd, 87 des Erables (P.O. Box 176), Loretteville, P. Q. WTD 1/29/63. For list of types of snowshoes write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

339 Primary Metal Products

GERMANY—Non-skid chains. Eisen- und Drahtwerk Erlau AG., P.O. Box 121, Aalen/Wuerttembert. WTD 1/16/63.

JAPAN—Cast iron parts for machinery, ingot cases, surface plates, and cast iron pipes and joints; desires to export cast parts for machine tools to U.S. Takeyama Foundry Co., Ltd., 1, 3-chome, Kiyokawa-cho, Nakagawa-ku, Nagoya. WTD 1/30/63. For catalouge (in Japanese) write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

342 Cutlery

FRANCE—Cutlery toilet articles. Ets. A. Robert, 6 rue Rochebrune, Montreuil (Seine).

345 Screws, Nuts, Parts

GERMANY—Screws, nuts, and turned parts. Willi Hahn, 9 Gesellenstrasse, 56 Wuppertal-Elberfeld. WTD 2/1/63. For brochure write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

354 Metalworking Machinery

JAPAN—Progressive stamping dies for motor laminations and surface grinders. Mitsui Mfg. Co., Ltd., 1-Chome, Tsutsuidori, Yahata-shi, Kukuoka Prefecture. WTD 1/28/63.

355 Special Industry Machinery

REPUBLIC OF SOUTH AFRICA—All steel hedge shears with rubber handles; bread slicing machines, all-purpose slicing machines. Pinetool Manufacturing Co. (Pty.), Ltd., 11 Suffert St., Pinetown, Natal, or P.O. Box 191, Pinetown.

358 Service Industry Machines

SWEDEN—Water purification equipment and plants. Ingenjorsfirman Svenska Vattenrenlingsbyran AB (Varab) Kungsholmsgatan 15, Stockholm. WTD 3/23/62.

371 Motor Vehicles, Equipment

GERMANY—Automobile radiators and radiator cores. Kuehlerfabrik Vallet Inh. Albert Haugg, 46-50 Reichsweg. WTD 1/30/63. For brochure write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

384 Surgical, Medical Supplies

FRANCE—Medical and surgical equipment. Ets. Legrand-Facon, 11 rue Saint-Cordon, Valenciennes (Nord).

398 Miscellaneous Manufacturing Products

FRANCE—Boar-hair toilet brushes. Ets A. Robert, 6 rue Rochebrune, Montreuil (Seine).

599 Retail Store Products

GERMANY—Perfumes, Eau de Cologne, Eau de Toilette, and hair tonic. A. Moras & Comp., 14-18 Gertrudenstrasse, 5 Koeln a. Rh. WTD 1/28/63.

MOROCCO—Moroccan handicraft leathergoods including wallets, ladies' handbags, purses and portfolios. I. R. Vaturi, Boite Postale 226, Tangier. WTD 1/29/63.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

PAKISTAN—Bids for installation of phase 6 of 132,000-kilowatt **Korangi Thermal Power Station** near Karachi, will soon be available through The Kuljian Corp., consulting engineers for Karachi Electric Supply Corp., Ltd., of Pakistan. Proposed project involves supply and delivery, port of Karachi, by complete subdivision, of new shop and laboratory equipment and supply, delivery, assembly, and testing of other special equipment to be bid under following phase subdivisions:

Phase 6—supply and delivery only for the following subdivisions:

Phase 6A—machine shop equipment (specification 1-SE); phase 6B—pipe and welding shop items (specification 2-SE); phase 6C—portable and hand tool items (specification 3-SE); phase 6D—electrical shop items (specification 4-SE); phase 6E—carpenter shop items (specification 5-SE); phase 6F—paint shop items (specification 6-SE); phase 6G—laboratory equipment (specification 2-MS); phase 6H—first aid equipment (specification 3-MS); phase 6I—hydrogen and CO_2 cylinders (specification 8-MS); phase 6J—bulk storage and handling equipment (specification 9-MS).

Phase 6—supply, delivery, assembly, testing and operational instructors for the following subdivisions:

Phase 6K—hydraulic suction dredge and accessories (specification 10-MS); phase 6L—trailer and tractor, heavy duty (specification 11-MS); phase 6M—auxiliary steam generating unit (specification 1B-1).

Documents consisting of specifications, applicable drawings, and bidding forms will be available by phase subdivisions. Interested U.S. firms should contact George W. Bond, Purchasing Agent, Kuljian Corp., 1200 N. Broad St., Philadelphia 21, Pa., for further details.

Market good for improved rubber-baling machinery

The world's natural rubber industry currently lacks suitable machinery for baling its products. Present equipment is either too slow, not powerful enough, or in some cases too expensive.

For this reason, there now exists a ready-made market for improved baling machinery which could rapidly compress a large volume of rubber into a bale of precisely predetermined size. Size of the bale, not the weight, is the sole criterion in shipping.

Potential market for this type of machinery includes, besides several of the world's largest rubber companies, numerous packers throughout Malaya, Indonesia, Liberia, and Viet-Nam.

Additional data is available on loan from Trade Opportunities Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (WO 7-2498).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Reginald G. Rademy, representing Victa, Ltd., 540 Queen St., Petrie Bight, Brisbane, interested in U.S. **motor mowing industry.** March 3 via San Francisco for 3 months; c/o Australian Consulate General, 153 Kearny St., San Francisco. Itinerary: San Francisco, Los Angeles, San Diego, Dallas, Houston, New York.

AUSTRIA—Mr. (Ing.) Herbert Glaunach, representing Ing. Herbert Glaunach, Jesserniggstrassee 19, Klagenfurt, requesting technical information about materials and procedure used for **insulations against vibration and shock absorption.** Beginning of March via New York for 17 days; c/o Otmar Drekonja, 887 Allerton Rd., Kent, Ohio. Itinerary: Kearney, N.J., Cleveland, Cincinnati, Columbus, Dayton, Hartville, Ohio, and New York.

ECUADOR—Gerardo Gonzales Arias, representing "El Motor," Calle Lalama 319 (P.O. Box 436), Ambato, interested in **pharmaceutical machinery** for manufacture of medicinal tablets: granulator; and packaging machinery using plastic, cellophane paper, or polyethylene materials. Feb. 12 via Miami and leaving on March 1. c/o Ecuadorean Consulate General, 30 Rockefeller Plaza, New York, N.Y. Itinerary: New York, Philadelphia (Auto Parts Show), and Fort Wayne, Ind.

Hernan Barahona, representing Cia. Ecuatoriana de Maltas y Cervezas (CEDMYC), Edificio Guerrero Mora (Calle Chile y Guayaquil), Oficina 305, Quito, interested in visiting **malt factories** to observe types of machinery utilized, and process employed in manufacture of malt. March 4 via Miami for 3 weeks; c/o the Ecuadorian Corp., 29 Broadway, New York, N.Y. Itinerary: Milwaukee (end of March), Chicago (first week of April), visits to other cities depending on arrangements to be made.

FRANCE—Michel Mariage, representing Ets Mariage & Cie., 106 rue de la Fero, Saint Quentin, Aisne, interested in **railroad rolling stock, construction equipment, truck beds and equipment** and requesting technical information on above industrial products. Feb. 15 via New York for 16 days; Sheraton Hotels. Itinerary: New York, Philadelphia, Chicago.

GERMANY—Dr. Georg Kress, representing Mapal Fabrik fuer Praezisionswarksenge Dr. Kress K.G., Aalen, Wuerttemberg, interested in exporting **adjustable reamers** (Mapal reamers) to U.S. Beginning of March via New York for 4 weeks; c/o German Consulate General, 460 Park Ave., New York, N.Y. Itinerary: New York, Pittsburgh, Cleveland, Detroit, Chicago, Washington, Birmingham, Boston, Los Angeles, San Francisco.

LEBANON—Nadeem Shwayri, representing El-Extessadia, S.A., P.O. Box 2147, Pine Building, rue Badaro, Beirut, interested in **industrial, construction and earth moving machinery,** and **petrochemicals.** Feb. 18 via New York for 1 month; c/o Stuart Lindsay, Investment Service Department, Chase Manhattan Bank, New York, N.Y. Itinerary: New York, Detroit, Chicago, Washington, D.C., other trade centers.

NORWAY—Gunnar Klein, representing A/S Cathrineholm, Halden, interested in representing U.S. manufacturers of **glassware, crockery, office equipment and hardware** to supplement firm's own production and better utilize firm's sales organization. Feb. 25 via New York for 1 month; c/o The Export Council of Norway, 290 Madison Ave., New York. Itinerary: Washington, D.C.

Soren Bothner, representing Brodrene Bothner A/S, Harstad, interested in importing **machinery and equipment for meat and fish food industries,** also **canned and fresh fruit,** and requesting technical information on canning of meat products. Feb. 10 via New York for 4 to 6 weeks; c/o August Nordvik, 654 Mawman Ave., Lake Bluff, Ill. Itinerary: round trip by car East Coast to Florida, then West Coast and back via Chicago to New York.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Advertising Media—Thailand.
Business Firms—Kingdom of Jordan.
Business Firms—Surinam.
Feedstuff Importers, Dealers and Manufacturers—United Kingdom, December 1962.
Glass and Glassware, Importers, Dealers and Manufacturers; Chinaware, and Household Pottery Products Importers and Dealers—Pakistan.
Office Supplies and Equipment, Stationery and Paper Importers and Dealers—Venezuela.
Photographic Supplies Dealers and Photographers—Australia.

Netherlands firm interested in assembling U.S. products

A Netherlands firm, Carrosseriefabrieken Constructiewerkplaats Konig N.V., 155 Weteringkade, The Hague, is interested in manufacturing or assembling U.S. products for Western Europe.

The company presently manufactures mobile sweeping equipment, house trailers, and assembles diesel trucks, and space heating equipment.

Its present staff of 80 men could be increased to about 250 if necessary. The company is prepared to supply capital.

A plant specification and other data is available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-2498). A WTD report dated 1/15/63 is available from the Department's Commercial Intelligence Division.

Viet-Nam calls for bids on electronic components

The Government of Viet-Nam is inviting bids for a supply of various electronic components and accessories, including the following:

Capacitors, connectors, and switches for Receiver Northern 141-2 or equivalent; capacitors, diodes, relays, and meters for frequency shift converter, Northern 174-1 or equivalent; various components for transmitter TMC-GPT750D-2 or equivalent; and spare parts for teletypwriter, M.14, M.15-M.19 or equivalent.

Bid deadline is March 13. The bid request for Invitation No. 0774-28013, was made by the Central Purchasing Office (CPA), P.O. Box H-5, Saigon, Viet-Nam.

The CPA will accept cable bids stating the price and that the formal bid was air-mailed. The bids are not subject to AID regulations.

Specifications for the project are available for review at the Electronics Division, BDSA, Rm. 4125, Department of Commerce, Washington 25, D.C. (WO 7-2334).

Bids sought in Norway for radio equipment

The Norwegian Civil Defense Command, an agency of the Norwegian Government, is inviting bids for 156 VHF (164.75-173.45 mc.) radio stations complete with antennas as follows:

Fifteen stationary (1 channel, 10-50 watts, 230-v. power supply); 60 mobile (6 channels, 10 watts, 6-v. battery powered); 80 portable (6 channels, ½-1 watt); and 1 relay station (10-50 watts, 230-v. power supply) complete with 2 transmitters, 2 receivers and 2 antennas.

Intended procurement includes 60 extra antennas, 60 light antenna masts, and 80 replacement power sources for the portable radio stations.

Closing date for bids is March 20. They should be addressed to Silvilforsvarets Sentralledelse, Regjeringsbygningen, 42 Akersgaten, Oslo, Norway.

A copy of the tender documents and specifications in Norwegian is available for review in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

Television studio equipment requested by South Korea

The Office of Supply, Government of the Republic of Korea, is inviting bids for the supply of television studio equipment, including the following:

Cameras, switching system, amplifier systems, control consoles and consolettes, console housings, monitors, audio equipment, spotlights, lights and other lighting equipment, cable, and many other accessories.

Rough preliminary estimates place total value of the procurement at approximately $185,000. Closing date for submission of bids under Invitation to Bid KFS-3007-S, Project 63-17, is March 9.

Copies of the tender documents, specifications and instructions may be obtained from Chung Soo Park, Procurement Attaché, Korean Embassy, 2320 Massachusetts Ave., Washington 8, D.C. Copies of the specifications are also available for review in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1963—651960/32

Calendar *for international traders*

February

25-March 1 — 1963 Construction Equipment Exposition and Road Show. International Amphitheater, **Chicago, Ill.** Sponsors: International Road Federation and others.

25—Businessmen's Consultations, U.S. Trade Missions to Greece, Italy, The Philippines and Spain, including a luncheon meeting of the World Trade Assn. **San Francisco, Cal.** Sponsors: World Trade Club and U.S. Dept. of Commerce.

26—Annual Convention, Luggage and Leather Goods Manufacturers of America, Export Workshop, **Miami Beach, Fla.**

26—World Trade Council Monthly Export Counseling Conference, **Pittsburgh, Pa.**

26—Special Interest Meeting of the International Trade Club of **Chicago, Ill.**: "Doing Business in Japan." La Salle Hotel, 3 p.m.

26—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy, the Philippines and Spain. **Los Angeles, Cal.** Sponsor: U.S. Dept. of Commerce.

26—Business Equipment Manufacturers Assn. Forum, **New York, N.Y.** Theme: Latin American Common Market.

26-27—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy and Spain. **Pittsburgh, Pa.** Sponsor: U.S. Dept. of Commerce.

27—Ozark Canners and Freezers Assn. Annual Convention, **Fayetteville, Ark.** Speaker: Deputy Asst. Secretary of Commerce Robert L. McNeill.

28—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy, the Philippines and Spain. **Dallas, Tex.** Sponsor: U.S. Dept. of Commerce.

28—Dinner Meeting of the World Trade Club of **St. Louis, Mo.**

28—Profits in Exports Conference, Military Park Hotel, **Newark, N.J.** Sponsor: U.S. Dept. of Commerce and local groups.

28—FCIA Conference, **Erie, Pa.** Speaker: W. H. Diamond, FCIA Research Director. Sponsors: Greater Erie Chamber of Commerce and Regional Export Expansion Coun.

28—Profits in Export Conference, **Newark, N.J.** Speaker: H. G. Sheehy, FCIA President. Sponsors: Newark Assn. of Commerce and Industry; New York Port Authority; Regional Export Expansion Coun.

March

1—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy and Spain. **Cleveland, Ohio.** Sponsor: U.S. Dept. of Commerce.

1—Businessmen's Consultations with Members of the U.S. Trade Mission to Spain. **New York, N.Y.** Sponsor: U.S. Dept. of Commerce.

4-5—26th. Chicago World Trade Conference. Pick-Congress Hotel, **Chicago, Ill.** Sponsors: Chicago Assn. of Commerce and Industry and the Chicago International Trade Club.

5—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy, Japan and Spain. **St. Louis, Mo.** Sponsor: U.S. Dept. of Commerce.

7—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy and Spain. **Minneapolis, Minn.** Sponsor: U.S. Dept. of Commerce.

7-8—Second Florida World Trade Conference. **Jacksonville, Fla.** Sponsor: Florida State Chamber of Commerce, in cooperation with U.S. Dept. of Commerce and other organizations. Speaker: Secretary of Commerce Luther H. Hodges.

10-15—International Bicycle Show and the 13th International Toy and Trade Fair. Statler-Hilton Hotel, **New York, N.Y.** Sponsor: International Trade Shows.

11—Businessmen's Consultations with Members of the U.S. Trade Mission to Italy. **Indianapolis, Ind.** Sponsor: U.S. Dept. of Commerce.

11—Foreign Credit Forum, Foreign Trade Council of Worcester Area Chamber of Commerce Dinner Meeting, **Worcester, Mass.**

12—American Foreign Insurance Assn.'s Economic Research Roundtable, **New York, N.Y.**

12—Springfield Export Sales Managers Assn. Dinner Meeting. Betty's Old Towne House, **Agawan, Mass.**

12—Monthly meeting, Automotive Exporters Club of **Chicago, Ill.**

12—Export Expansion Workshop for Industrial Management Corporation Subsidiaries, **Memphis, Tenn.** (Rescheduled from Feb. 13).

12-13—Businessmen's Consultations with Members of the U.S. Trade Mission to Greece. **Philadelphia, Pa.** Sponsor: U.S. Dept. of Commerce.

13—Business Conference celebrating 75th Anniversary of Chico State College, **Chico, Cal.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

14—International Trade Assn. of New England Dinner Meeting, University Club, **Boston, Mass.**

14—Monthly Meeting of the International Trade Club of Chicago. **Chicago, Ill.**

14—Businessmen's consultations, U.S. Trade Mission to Italy and Spain. Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: U.S. Dept. of Commerce.

14—Export Expansion Seminar for Businessmen and State Officials, Commodore Perry Hotel, **Austin, Tex.** Sponsors: U.S. Dept. of Commerce and others.

14—Businessmen's Consultations with Members of the U.S. Trade Mission to Greece. **Miami, Fla.** Sponsor: U.S. Dept. of Commerce.

14-15—Businessmen's Consultations with Members of the U.S. Trade Missions to Italy and Spain. **Boston, Mass.** Sponsor: U.S. Dept. of Commerce.

15—Industry-Government Business Opportunity Seminar, Ward Hotel, **Fort Smith, Ark.** Sponsors: Fort Smith Chamber of Commerce, Small Business Admin. and Dept. of Commerce.

15—Southern California Business Conference, Biltmore Hotel, **Los Angeles, Cal.** Sponsors: Univ. of Southern California and S. Cal. Regional Export Expansion Council. Speakers: Neil C. Hurley, Chairman, National Export Expansion Council; Eugene M. Braderman, Director, Bureau of International Commerce.

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